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APRIL 1982

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE



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APR 26 1982

V.I.P. amenities dominate hospitality design

- Silo now inn; space-age McDonalds arches out
- Perception, menu readability affected by sound
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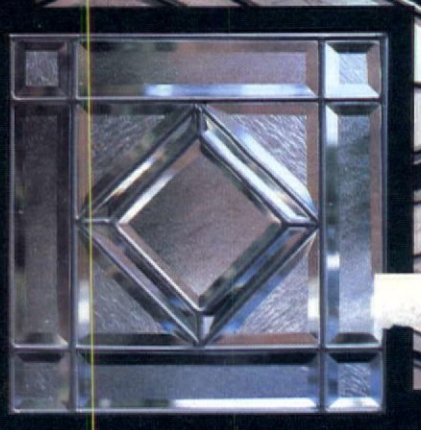
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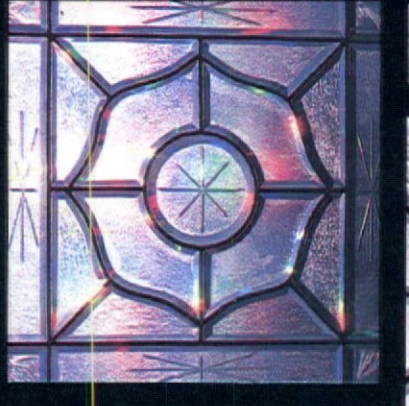




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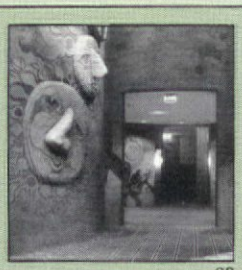
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VOL. 24 NO. 4 April 1982

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

EXECUTIVE BUYER EDITION

Bonus circulation to 5,000 Hospitality and Restaurant Executives

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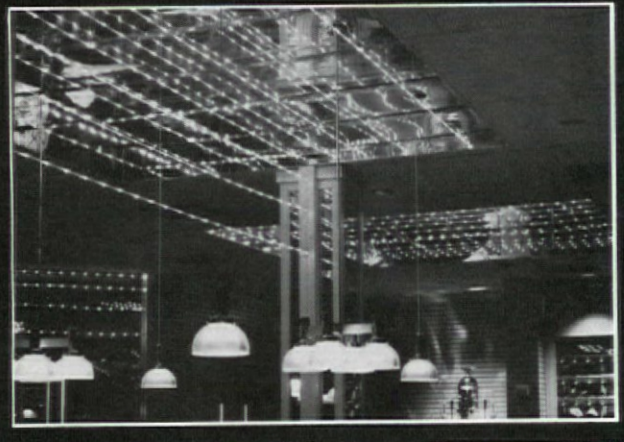
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***Cover**–Color, lighting, mood are elements that build business at The Regis Club as seen in cover design by graphic artist George Koizumi for article on page 112.*



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Contract

Vol. 24 No. 4

May—Everything you have to know in advance about NEOCON 14 will be included in the most comprehensive coverage of the world's largest contract furniture and furnishings show and exhibition. Floor-by-floor previews of people, products, and events, including the new eighth (contract) floor. Plus, summary of activities at NEOCON International, Apparel Mart Expo Center, across from Merchandise Mart—and other Chicago events and activities. Preview of Construction Specification Institute Show.

June: NEOCON 14 At-Market Issue—Late-breaking news of NEOCON 14 programs and activities. Executive Buyer Edition/Municipal & State Government. Government design '81—a look at impressive strides in the quality of municipal and state government design projects. Exploration of the growing import and export programs of European and American suppliers. Atlanta International Carpet Show Preview. Business & Institutional Furniture Manufacturers Association Update.

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Frank A. Rizzo, Co-publisher & Adv. Sales Dir.,
Gary S. Puro, Associate Publisher & Adv. Sales Mgr.,
William Dahdah, Eastern Manager,
Peggy Hynes, Northeast Representative,
Marie Kowalchuk, Midwest Representative
Gralla Publications
1515 Broadway 24th Floor,
New York, N.Y. 10036.
Phone: (212) 869-1300.

Chicago:

Gralla Publications
3525 W. Peterson Ave., Chicago, Ill. 60659.
Phone: (312) 463-1102.

West Coast:

Neil Silverstein, Western Manager, Gralla Publications,
16200 Ventura Blvd.,
Encino, Calif. 91436. Phone: (213) 788-0271.

Overseas:

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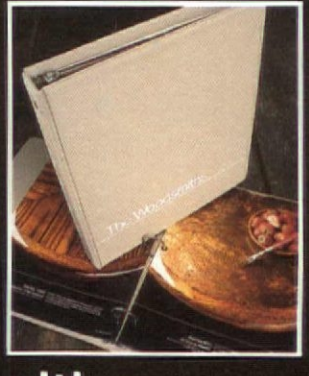
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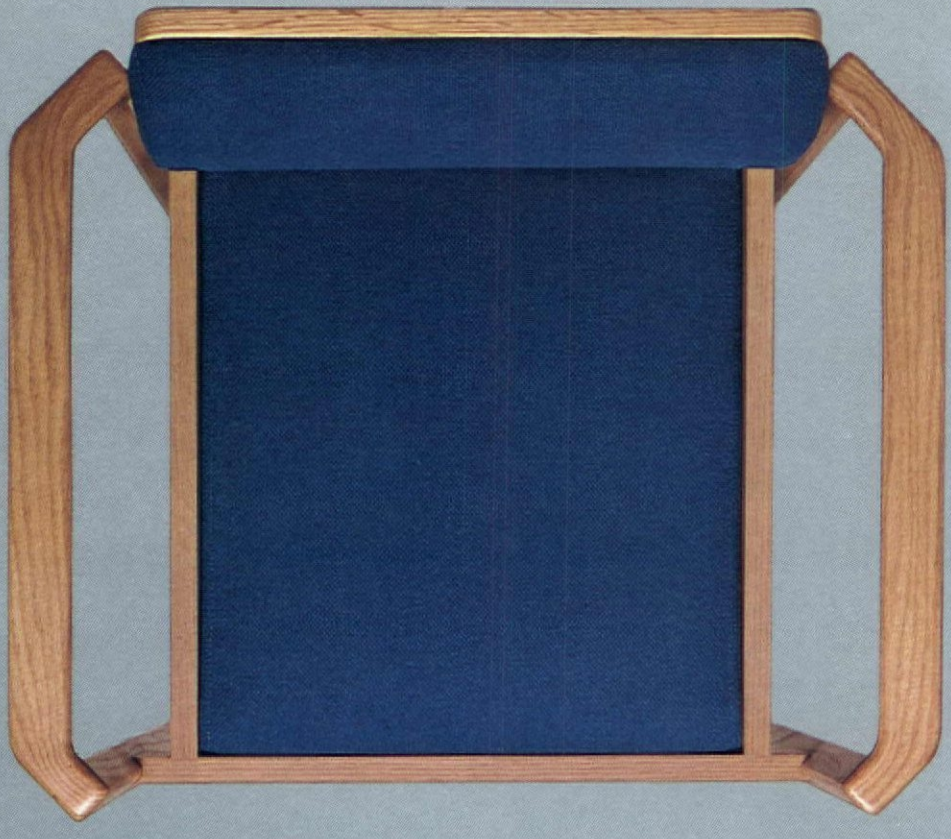
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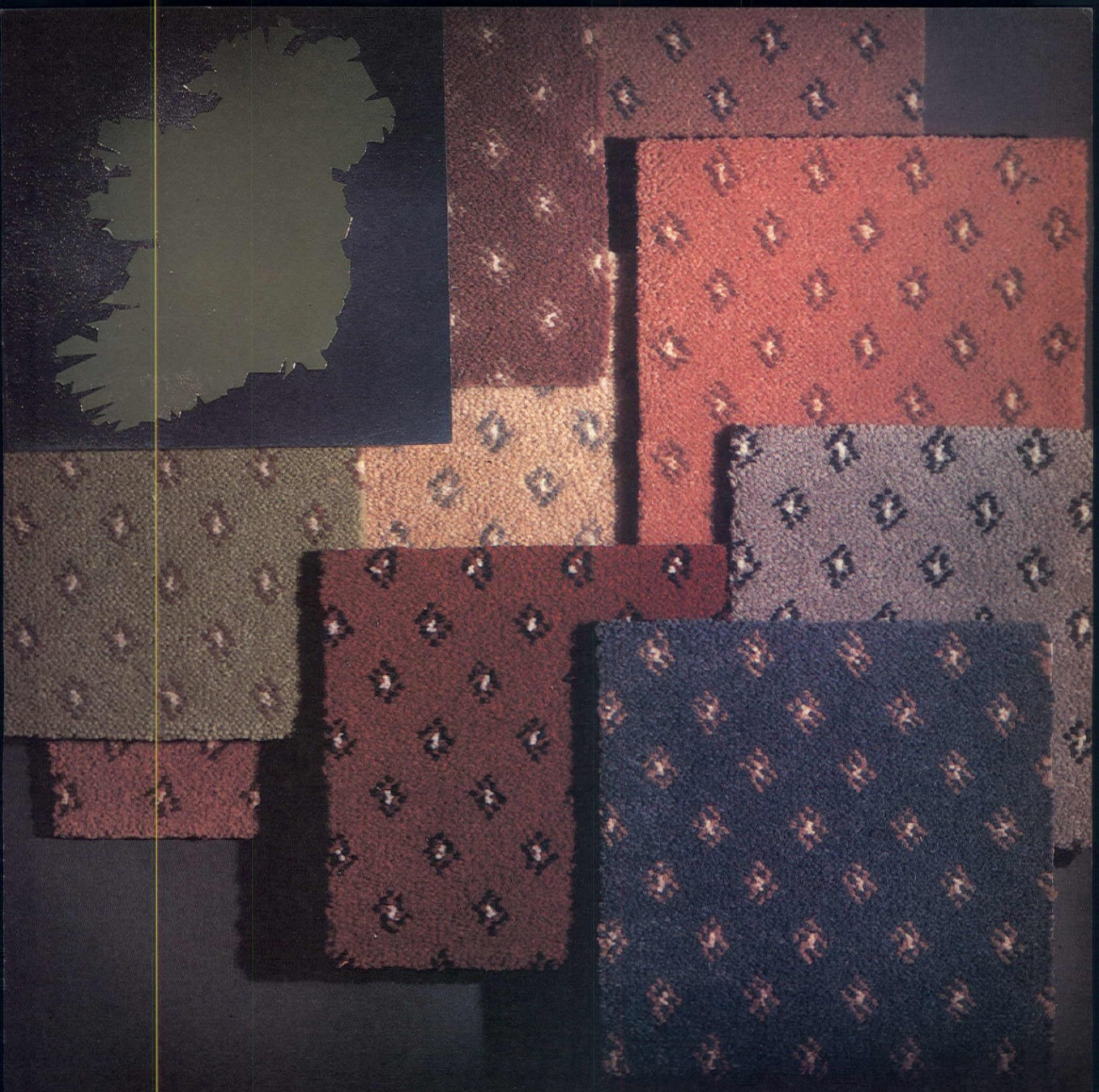
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Fire safety article in demand

Dear Editor: I am writing for permission to reprint in our official magazine, *Building Standards*, an article entitled "Fire Safety—What's the Next Step for the Hotel Industry?" which was reprinted in the February 1982 issue of *Doors and Hardware Magazine*, a publication of the Door and Hardware Institute, Arlington, VA. I have written separately to the *Boston Globe* for permission to use the table accompanying the article.

Thank you for your assistance and cooperation.

BEVERLY J. EICHOLTZ
Managing Editor
Building Standards Magazine
Whittier, CA

Travelers issue cleared

Dear Editor: I am writing in connection with the article in your January, 1982 magazine, Vol. 24, No. 1, page 208.

This page contains a picture of The Travelers logo and a caption below. Recently, we received a letter from The Travelers, which in essence states that the caption misleads the public and implies that The Travelers is a client of ERD and that The Travelers endorses ERD's services.

In view of this complaint, we feel it is appropriate to correct the caption so that there is no misunderstanding as to whether The Travelers is a client of ERD and endorses its services.

To satisfy The Travelers, we wish to make this correction so that there is no confusion with respect to this matter.

EUGENE BOSHES
President
Environmental Research & Development Inc.
New York, NY

Editor's note: The logo appearing on page 208 was not intended to indicate a client relationship between The Travelers and ERD, nor was it meant as an endorsement of ERD by The Travelers. The logo served as an example of ERD's computer graphics capability in producing a company logo.

Directory on the way

Dear Editor: Help! I did not receive my January, 1982 issue of CONTRACT magazine. I always find this issue invaluable because of the directory which I refer to all year long. Please come to my rescue and forward a copy of the January issue as soon as possible.

I would like to commend your magazine for coverage of manufacturers with quick-ship programs, June issue. Our entire sales staff uses this information on a day-to-day basis.

LOLLIE REA
Planning Consultant
Fischer Office Interiors
San Diego, CA

CONTRACT has nationwide role

Dear Editor: You and your book can certainly play a large role in carrying the message to the design and dealer community throughout the United States. Computer furniture will change the face of the office within the next 10 years, and I believe it is incumbent on CONTRACT to carry that message.

ROGER W. HOWE
President
Data Furniture Inc.
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Editor's Note: As a newly-installed regular feature of CONTRACT, "Contract Technology" is a column dealing with computers, support furniture, and other technological developments on an issue-by-issue basis.

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"Ceilings can be more important than walls in a design solution."

Charles Morris Mount, Interior Designer

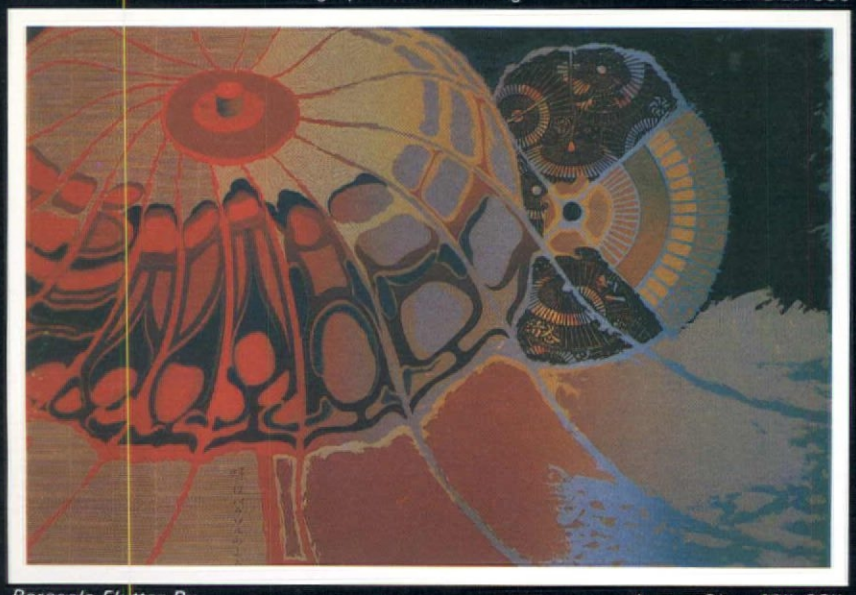
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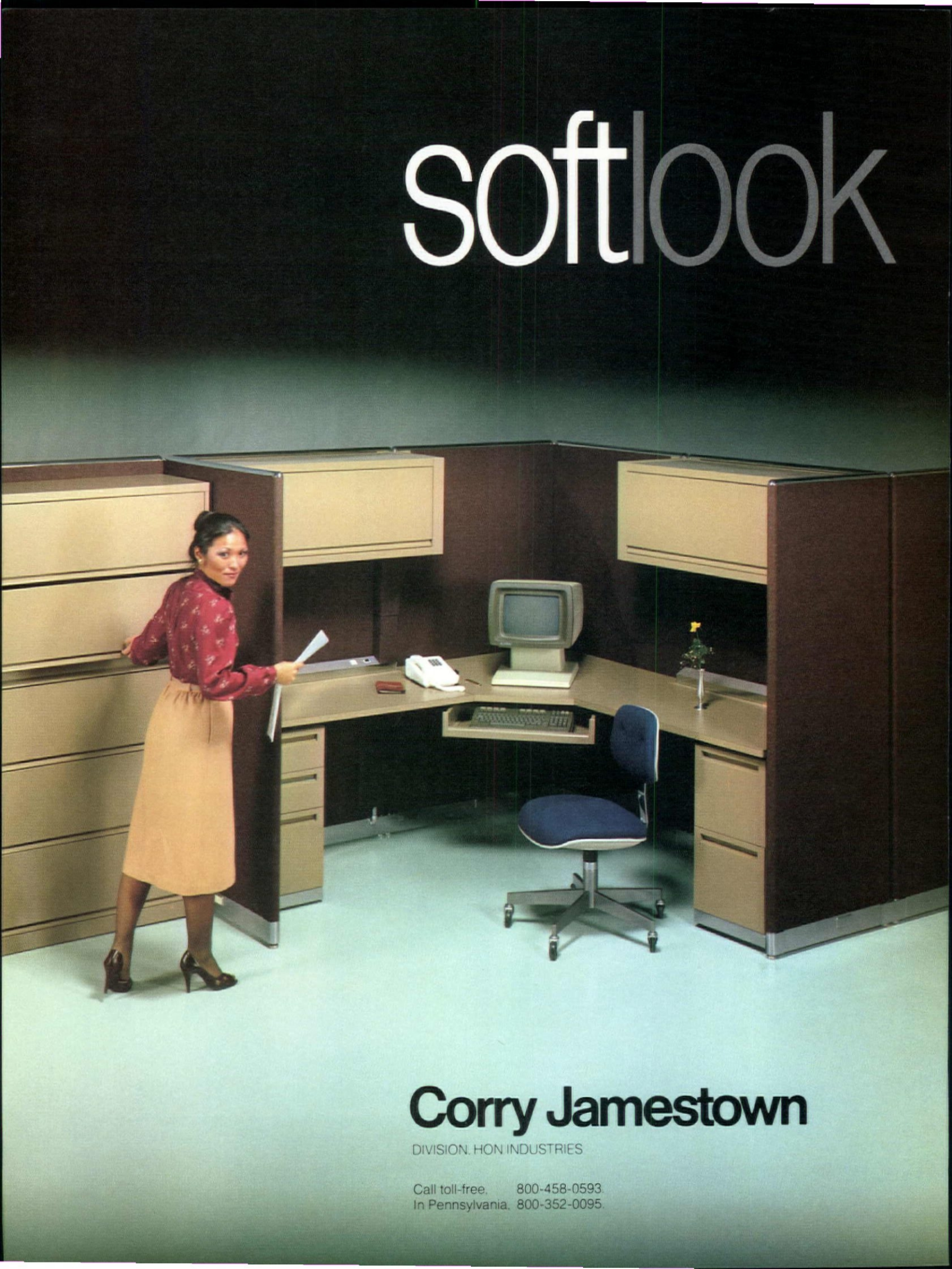
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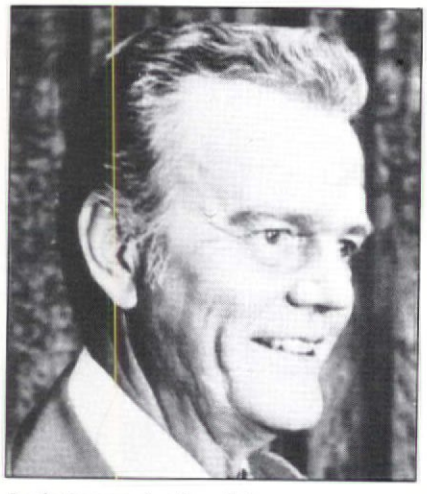
Restaurant design competition, hospitality displays draw 80,000 registrants to '82 restaurant show

Chicago—An invitational design competition judging entries in four restaurant categories will be a focal point of this year's National Restaurant Association (NRA) show to be held here May 22-26. According to association reports, more than 80,000 dealers, wholesalers, restaurant/hotel operators, and specifiers have registered for the show which will offer 1,200 exhibit booths displaying more than 6,100 products and services directly related to the hospitality industry.

Design contest entries will be on display throughout the show. NRA has allowed space for a complete restaurant floorplan and equipment layout as well as three-dimensional kitchen prototypes.

McCormick Place is the site chosen for the expo which will host attendees from 77 countries. The addition of a third floor, the concourse level, increases exhibit space by 100 booths to accommodate expanded attendance and exhibitor participation.

Called the NRA Grand Concourse, the new floor will attract visitors through the 12th annual NRA Culinary Arts Salon. Renowned chefs will put cost- and energy-efficient kitchens to the test as they compete for gold, silver and bronze medals in the first hot food competition approved by the American Culinary Federation.



Paul Harvey, leading U.S. news commentator, is keynote speaker for NRA's '82 hospitality expo. Harvey will set the pace for cost- and energy-conscious attendees by discussing economic trends affecting the hospitality industry.



Increased exhibit space will allow NRA's 80,000 visitors to view more than 6,100 products and services that are of interest to restaurant and hotel operators.

An opening address by Paul Harvey, leading news commentator, will cover U.S. economic trends, setting the stage for exhibitor displays of cost-efficient hospitality products. Paul Harvey News is the world's largest one-man news network comprised of 800 radio stations, 100 television stations, and 300 newspapers.

Other seminars will include "The Impact of International Exchange on the Foodservice Industry," to be held Monday, May 24, and "Trends in the Foodservice Industry," on the following day. Throughout the show, live broadcasts of seminars and exhibits will be carried by cable to 18 major Chicago hotels, reaching participants unable to attend overlapping events. Programs will begin Saturday afternoon, May 22, and continue through Thursday morning. Each of three programs will be broadcast on two days, twice in the morning and again in the afternoon for a total of 20 hours exposure. Called "Today," broadcasts will use a news magazine format to cover all segments of the hospitality industry exhibiting at the convention.

Additional expo highlights include "The Main Course," a 10-kilometer race along Chicago's lakefront, beginning Sunday, May 23, at 8 a.m. This year 2,000 NRA attendees and exhibitors—as well as Chicago area runners—are expected to participate.

NRA is presently negotiating room rates at 22 major Chicago hotels; Increasing the number of access cities to obtain air fare savings; and arranging complimentary bus service between hotels and the convention site. For more information contact NRA Convention Headquarters, One IBM Plaza, Suite 2600, Chicago, IL 60611.

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Construction starts for 500,000-sq.-ft. Houston Design Center

Houston—Construction is now under way here for a new 10-story, 500,000-sq.-ft. Design Center slated to be a major showplace for contract and residential furniture and furnishings. Located in Phase III of Greenway Plaza, the $70 million complex is designed to gather the booming architectural and design community of Houston and surrounding areas into one regional building, according to its developers.

"An enormous volume of materials, products, and services is now being specified here for international use. Houston clearly needed a facility which could gather contract and residential furnishings manufacturers and designers into a central, easily-accessible community," says Kenneth Schnitzer, chairman, Century Development Corporation, Greenway's developer.

Joint project developers are The Mischer Corp. and Compendium/A Design Systems Corp., both of Houston. Cambridge Seven Assoc., Cambridge, Mass., and Lloyd Jones Brewer Assoc., Houston, are providing architectural design services for the complex.



Photo of 500,000 sq.-ft. Houston Design Center model illustrates diagonally-stepped, 10-story atrium which forms a central circulation canyon.

The building is designed around a stepped inner core which cuts diagonally through the structure's center. A series of escalators link each floor in a "circulation canyon." This open design aids visitor orientation and maximizes the showroom aspect of the facility. Varied dimensions created by the 10-story, 45-degree canyon offer flexible tenant spaces suited to changing exhibits.

Along with showroom space for lighting, furnishings, accessories, wall/floor coverings, and wall/ceiling systems displays, designers' plans include meeting rooms for educational and professional seminars, symposia, lecture series, and workshops. An area of 3,200 sq. ft. has already been specified for activities and exhibitions that will be open to the general public; common meeting rooms will be provided for special functions and tenant use. To accommodate visitors, a 450-vehicle parking lot is included in lower-level plans.

Houston's new design center is scheduled to be completed in late 1983. Says Schnitzer, "We hope it will serve the needs of vendors still headquartered in New York whose sales levels in this area now justify a Houston showroom."

Furniture Consultants ranks 24th in "Inc. Private 100"

New York—Inc., the monthly magazine for growing private businesses, ranked Furniture Consultants as number 24 on its Private 100 list. This roster is comprised of 100 of the fastest-growing, privately-owned companies in the U.S.

Furniture Consultants is a furniture dealership specializing in office products. According to company reports, it realized a sales growth of 2,833 percent between 1976 and 1980.

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by Michael Saphier

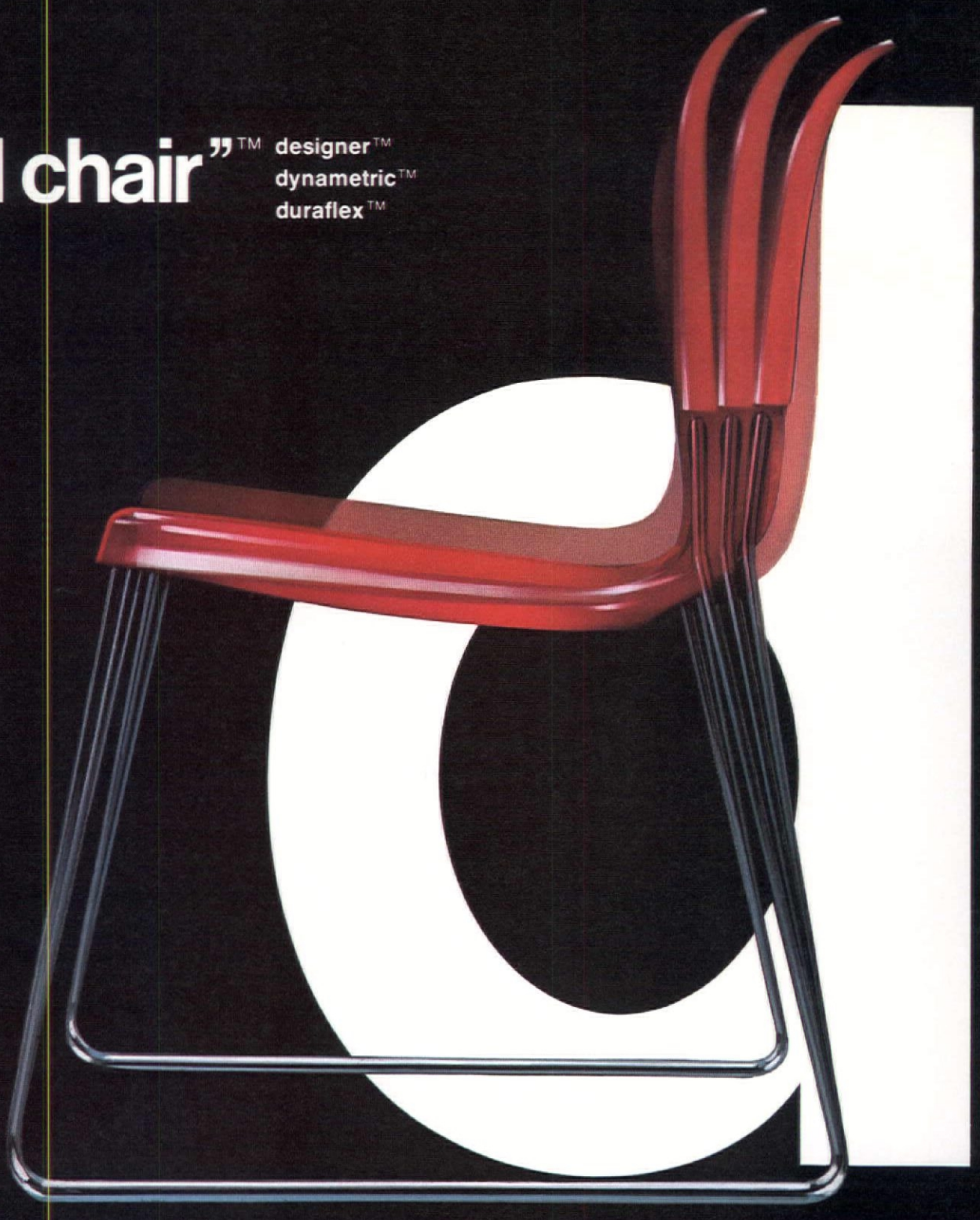
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dynametric™ — dynamic and metric — forces in motion and the science of measurements describe the ability of the "d chair" to seat a person comfortably in the many positions our physiology causes us to take. The "d chair" recognizes we are people on the move requiring dynamic-motion as well as static-posture comfort and adjusts to the person.

duraflex™ — a revolutionary comfort feature with the built-in "memory" of this special thermoplastic and actually flexes as you change position. Flexibility is assured with durability passing all ANSI-BIFMA structural tests.

Stacks 16 high on floor, or 45 high on dolly. Series includes stacking side or arm chairs, right or left flip down tablet chairs with opposite arms and accessories. Coordinates with #1276 stack table.

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Antron* nylon is engineered for high performance in commercial installations. It provides excellent soil resistance, built-in static protection, and appearance retention – under a wide variety of traffic conditions.

The carpeting in the new Texas Commerce Bank Quorum, Dallas, is made of Antron* XL, Du Pont's newest and best-performing commercial carpet fiber. Because the tellers' area is subjected to a constant stream of traffic, the carpeting has to stand up to a lot of abuse.

Antron* XL can take that kind of abuse. Antron* XL features extra-large filaments for extra-long resistance to soiling and crushing. Because of the large filaments, carpets of Antron* XL have 25% to 30% less surface area to attract and trap dirt. The result: carpets of Antron* XL require less frequent maintenance to retain their original good looks.

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Interior design by Hellmuth, Obata & Kassabaum, Inc., Dallas.
Carpet supplied and installed by Carpet Services, Inc., Dallas.

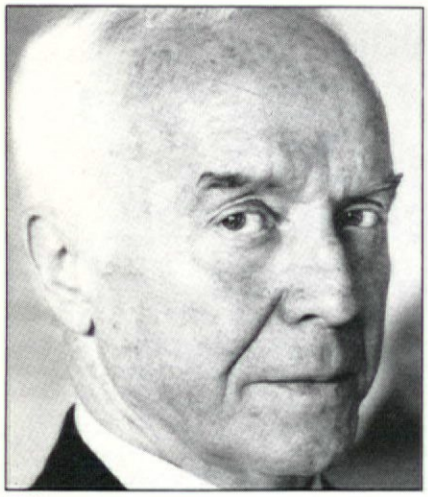
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UJA-Federation honors Bell, Donghia, Siegel

New York—Lloyd Bell, Angelo Donghia, and Robert Siegel will be honored by the Design, Space Planning, and Decorative division, UJA-Federation at a fund-raising dinner, June 8. This event will be the division's fund-raising effort on behalf of the philanthropic organization for the 1982 year.



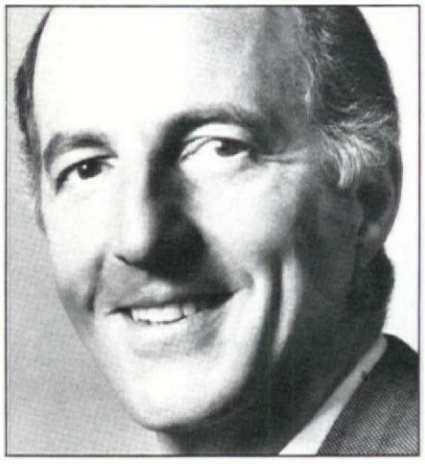
Bell

Bell, Donghia, and Siegel are each principals of their own space planning firms: Lloyd Bell Assoc., Donghia Assoc., and Gwathmey Siegel & Assoc. They will be honored by UJA for industry contributions and philanthropic leadership within the space design community.

Tickets are still available for the fund-raising dinner which will take place at 6:00 p.m. at the Grand Ballroom, Hotel Pierre. Contact Bernie Silverman or Mel Nadell, United Jewish Appeal-Federation of Jewish Philanthropies, 130 E. 59th St., New York 10022; 212/980-1000.



Siegal



Donghia

Food service mart being developed

Akron, Oh.—Plans are now under way for development of the International Food Service Mart here. Housed in an existing building of more than 400,000 sq. ft., the mart would include: permanent display and showroom space for all elements of the food service industry; offices for trade associations, designers, and food service consultants; meeting and conference rooms; food service and culinary training facilities; exhibitors' amphitheater; private club space; food service library and museum; and restaurants.

Endorsed by the City of Akron and the American Cities Corp., a subsidiary of the Rouse Co., developer Spiro Goumas is coordinating the effort. Goumas, president of Ohio Store Fixtures Co., a food service design and supply firm, says the center will incorporate design and planning of restaurant and food service facilities, as well as equipment and furnishings. "We eventually hope to work with IBD and ASID in many aspects of the mart. We want to totally integrate the food service industry through this project."

Akron's Food Service Mart will be located in the Polsky building, a former department store. A 1929 Art Deco structure, the building will be restored to its original appearance on the exterior. Six floors and a mezzanine will contain elements of the mart.

Open plan and profits is theme of April Landscape Users expo

Rochester, N.Y.—Increased savings for large and small companies through open plan systems will be one of a series of topics addressed at the coming Office Landscape Users Symposium.

Scheduled for April 26-29, 1982, the conference will illustrate the benefits of landscape systems through visits to local firms that have reaped profitable results by specifying open plan offices.

Tour groups will visit Eastman Kodak's Marketing Education Center. There, firm representatives will explain how landscape systems have led to increased savings of $5 million over the past four years.

Also scheduled is a tour of the Perk Development Corp. which houses 70 administrative employees in open plan offices. Perk will serve as an example of the benefits of landscaping for smaller corporate facilities.

Continuing the successful format of previous symposia, the group will address new developments in the total planning process, as well as acoustics, lighting/energy HVAC elements, and facilities management. In conjunction with seminars, an ongoing exhibit of these developments will be located at the nearby Marriott Inn, along with office furniture and equipment displays.

White House carpet produced as gift by Karastan and Wool Bureau

Washington, D.C.—A cooperative effort by Karastan Rug Mills and The Wool Bureau produced new carpet for installation in the White House.

This restoration contribution replaced worn carpets in the presidential living quarters. Textures and colors are selections of First Lady Nancy Reagan.

Wool yarns were woven into heavy, dense pile to resist wear. Wools are a blend of New Zealand, Scottish, and Irish, contributed by The Wool Bureau and spun at Karastan mills in Greenville, N.C. More than 1,000 sq. yds. were produced for the extensive renovation project.

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Seminar addresses CAD dilemma

New York—Benefits and disadvantages of in-house computer-aided design (CAD) programs will be discussed in a seminar on April 22, at the Krueger showroom, 919 Third Ave. Designers will explore the feasibility of such programs for various size projects by tracing the experiences of space planners who have established in-house CAD services and programs.

Featured speakers are Robert Engel, vice president, operations and systems development, RDI, and Len Corlin, co-publisher and editor, CONTRACT magazine. Engel will present an overview of the different types of CAD systems presently on the market, discuss technological considerations for computer installations, and offer advice on how to get maximum use from a CAD system in a design firm context.

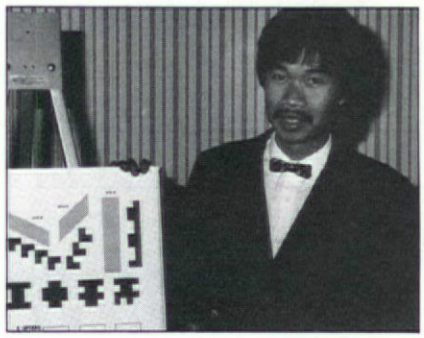
Although the seminar is offered by invitation only, places are still available for those who wish to attend. Contact Carol Petretti Krueger, 919 Third Ave., New York 10022; 212/371-9595.



Robert Engel, vice president, operations and systems development, RDI, will be a featured speaker at a computer seminar to be held April 22 at Krueger.

Virginia design student wins $1,000 in IBD design contest

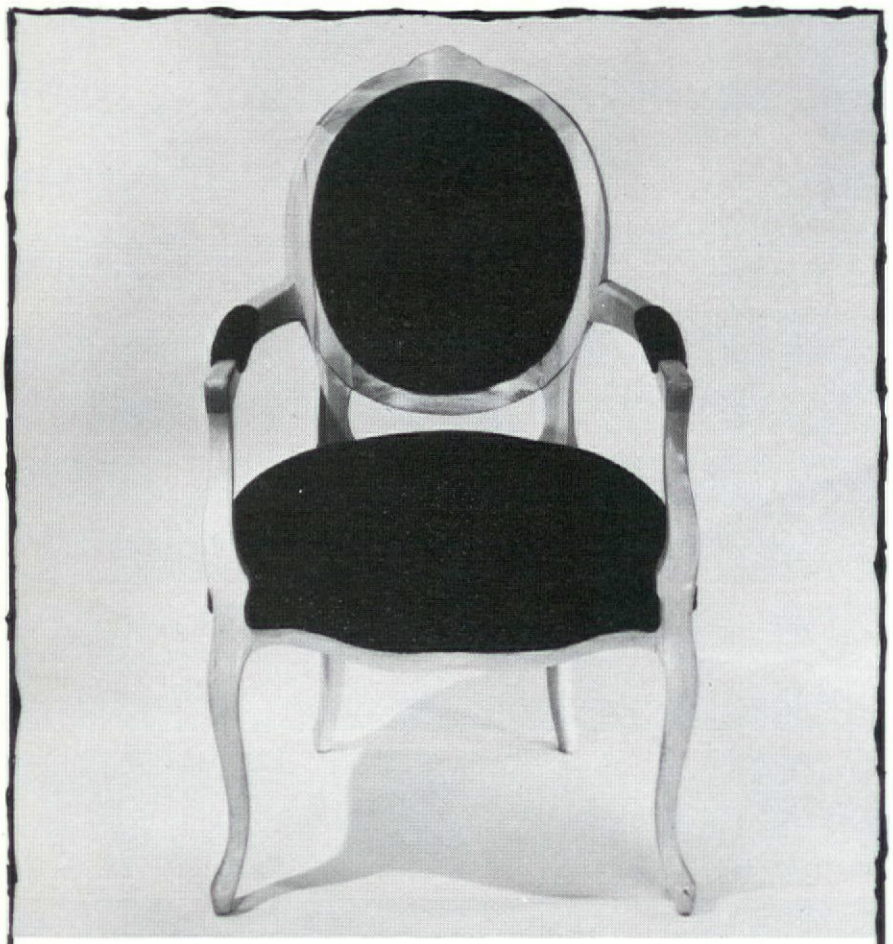
High Point—Tinnakorn Rujinarong, a Virginia Commonwealth University design student, was awarded a $1,000 scholarship in the recent IBD Carolinas Chapter student design contest.



Tinnakorn Rujinarong stands with his prototype which took first prize in IBD Carolinas Chapter's student design contest.

Joan Maring Nelson, North Dakota State University; Karen E. Everhart, University of North Carolina—Greensboro; and Terri A. Haire, Western Carolina University, also received scholarships. Award presentations took place on the last night of IBD's three-day rally, which drew more than 600 students from 25 universities.

Other IBD presentations included the first donation of a three-year pledge to FIDER on an on-going basis.



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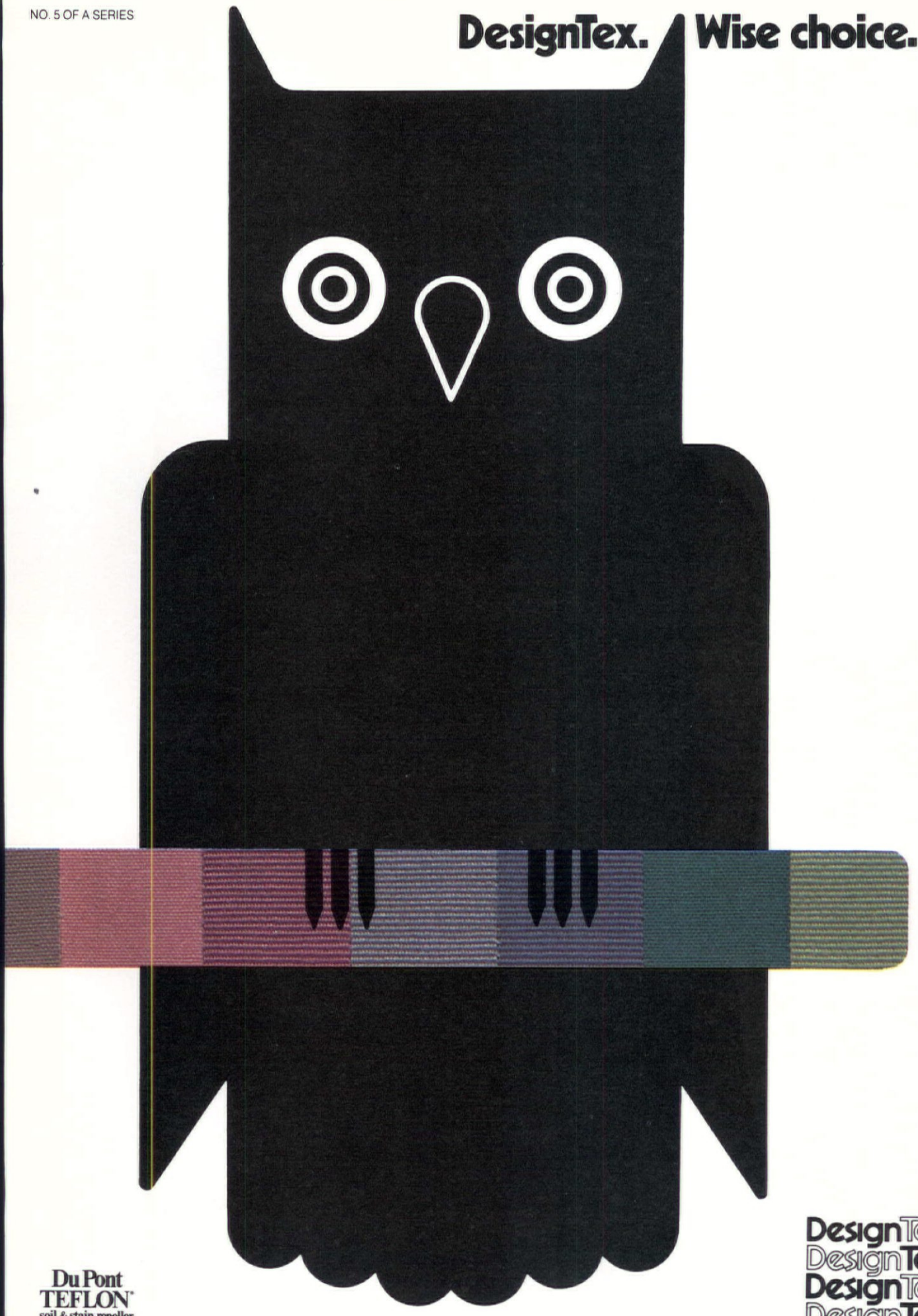
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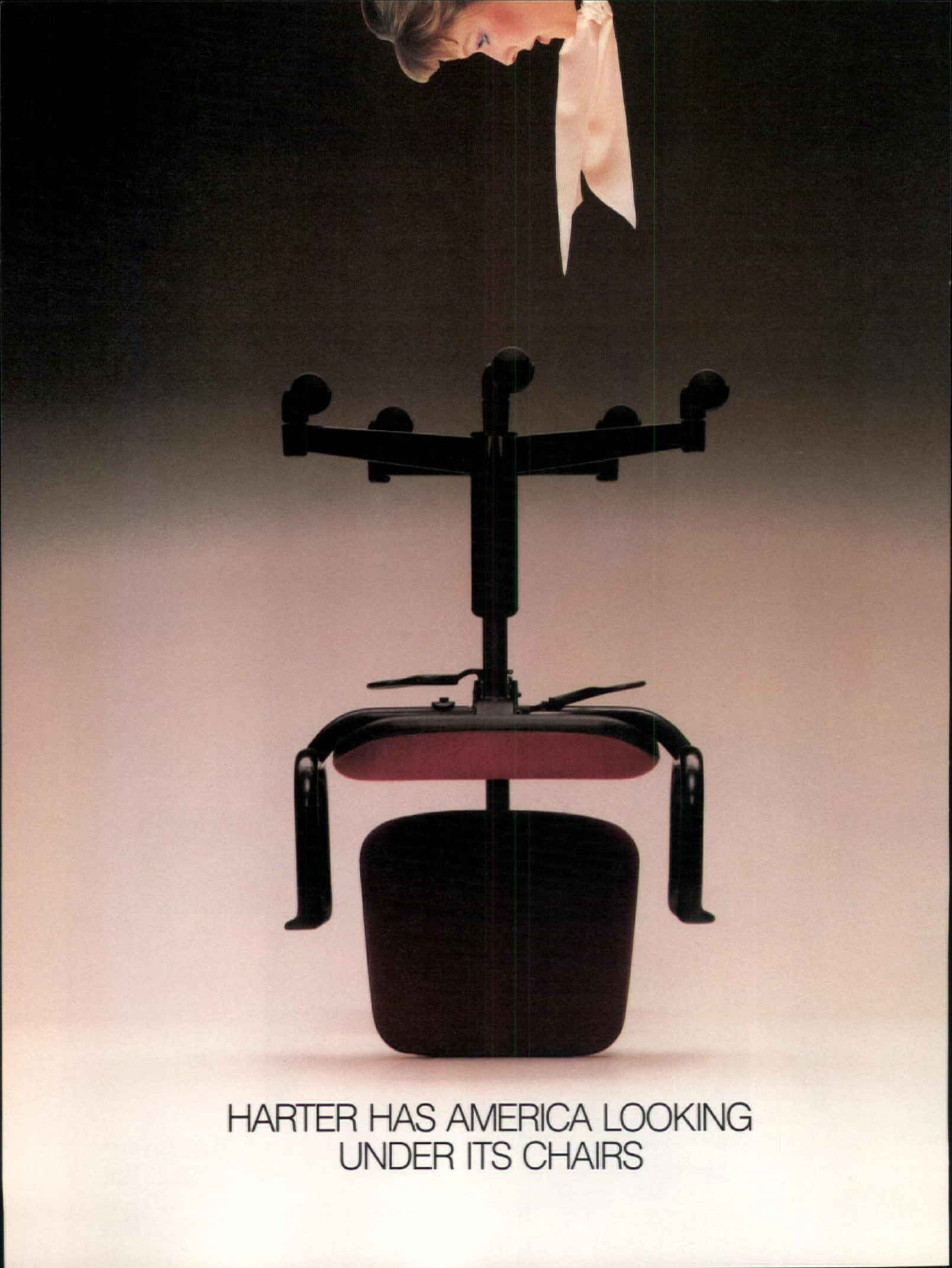


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A series - and a collection.

The N Series, with eight models, is only part of the Harter/Stoll collection.

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Harter/Stoll seating: European in concept, American manufactured, backed by over 50 years of Harter's seating expertise and dependability.

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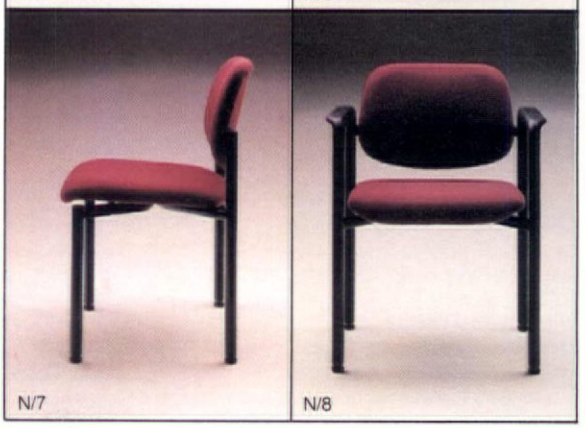
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THE HARTER/STOLL COLLECTION



Circle 22 on reader service card

New industry society to serve needs of furniture designers

High Point—A new voluntary organization for America's furniture designers was formed here recently by industry professionals. Called the American Society of Furniture Designers (ASFD), the group offers long-demanded programs and services to U.S. staff and free lance furniture designers.

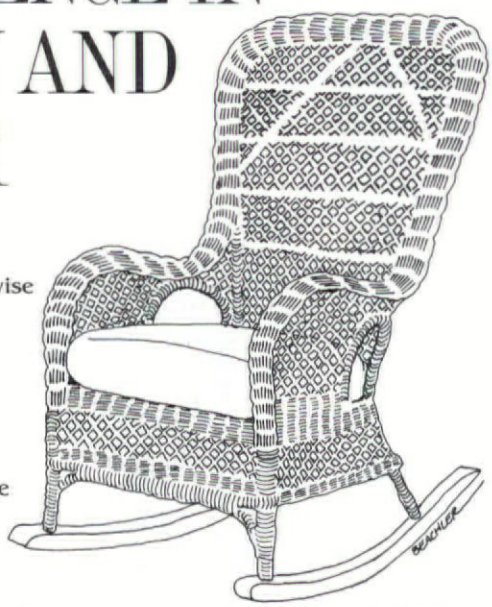
"There has long been a need for a professional organization that stresses the interests of furniture design professionals nationwide," comments Max Stout, High Point designer and one of the group's 11 founding directors. "We hope that ASFD will be an effective vehicle for promoting our profession among design students, for establishing guidelines for professional ethics, and for idea exchange through meetings and educational programs."

ASFD national headquarters will be located here in the Southern Furniture Market Center. Kerr Management Group, a High Point-based association management firm, will carry out the society's administrative functions. P. Douglas Kerr will serve as the group's executive director.

ASFD will hold its first meeting in High Point during the April Southern Furniture Market. Strategies for future meetings and programs will be developed; officers and new directors will be elected at that time.

All furniture designers and related professionals are eligible for ASFD membership. Academic memberships are available for those studying or teaching furniture design. For more information write ASFD, P.O. Box 1792, High Point, NC 27261.

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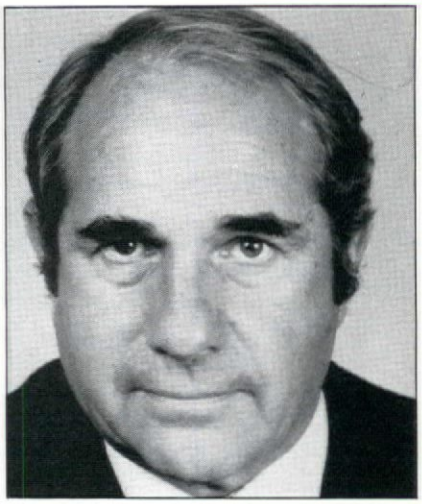
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Circle 23 on reader service card

ASID board selects Martin Elinoff as nat'l president

New York—Martin Elinoff, FASID, was chosen as ASID national president by a recent board of directors ballot. The vote follows a several-month waiting period during which Elinoff served as



Martin Elinoff, FASID, was recently appointed national president, ASID.

acting president of the 20,000 member organization subsequent to the resignation of former president Jack Lowery.

At the same meeting the board elected Fran Wilson, FASID, as vice president. Previously elected officers include Joy Adcock, ASID, national secretary; and William Richards Whaley, FASID, national treasurer. Both Whaley and Adcock took office following earlier elections.

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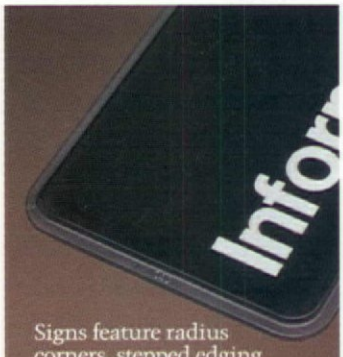
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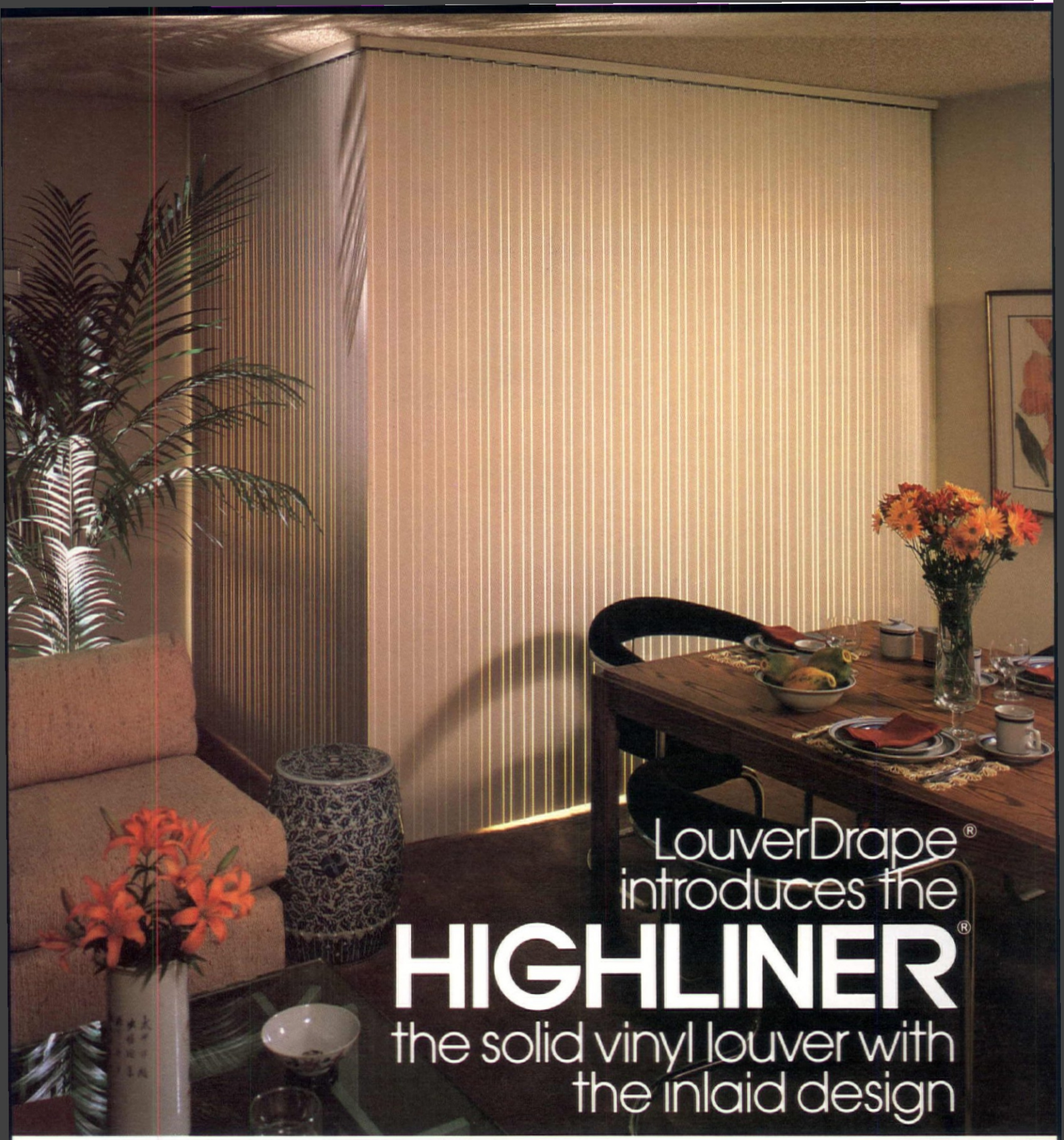
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Circle 26 on reader service card

Red carpet rolls out for celebs at "Night of 100 Stars"

New York—Sixth Avenue was bedecked with 6,000 sq. yds. of Allied fiber carpet in celebration of "Night of 100 Stars." Work crews installed more than 70 rolls of red carpet along the avenue from Radio City Music Hall to the Hilton Hotel to mark the recent 100th anniversary extravaganza given by and for the Actor's Fund.

"Night of 100 Stars" was a benefit performance featuring stars of stage, screen, and television. Proceeds are designated for the Actor's Retirement Home, New Jersey.

Norman Rosenblatt, president, Contract Distributors Corp., was retained by Allied to coordinate the installation. The day-long process required 60 mechanics from metro area carpet workrooms, including Pioneer, Consolidated, Hudson, and Gundolt, to complete the job.

In addition to the main installation, Allied provided extra carpet for the street and sidewalks outside Radio City Music Hall's 51st Street entrance. All traffic was blocked from the area on the day of the gala to allow for the project.

Presently, the carpet is being cleaned and refurbished for subsequent use. Allied plans to donate the carpet to the Actor's Home.



Three blocks along the Avenue of the Americas were carpeted curb-to-curb in bright red Anso IV nylon carpet contributed by leading mills to celebrate "Night of 100 Stars." A force of 60 workers was required to complete the installation.

Aspen conference to re-evaluate role of interior design professional

Aspen—Changing roles of design professionals will be the topic highlighting the 1982 International Design Conference to be held here June 13-18. George Nelson, architect and industrial designer, will chair the week-long conference which is expected to draw 1,500 men and women from all areas of design.

This year's program switches gears from the group's usual focus on the designed environment. Using the title "The Prepared Professional," the conference will not only deal with present day concerns of design professionals, but also with their ongoing preparation to meet the space planning needs of a rapidly-changing society.

"By crossing boundaries into other areas, we hope to create new insights, to reveal common problems, and to establish a common concern for the human condition," says Nelson.

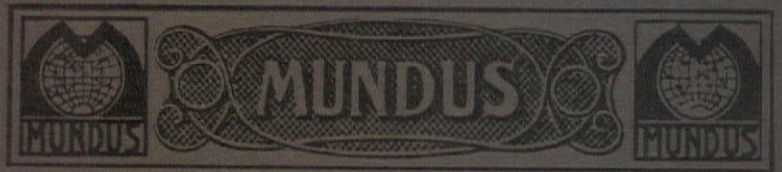


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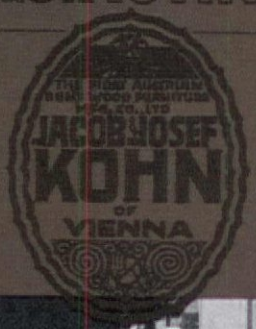
















Good performance as well as good design deserve an encore. And so Thonet applauds the Fledermaus table and chairs, designed by Josef Hoffmann, which are the second in Thonet's series of classic reintroductions. Taking their name from the Viennese cabaret for which they were designed, the Fledermaus grouping was originally produced in 1905 by the J & J Kohn firm which later merged with Thonet.

Made from American elm, these designs represent Hoffmann's inclination for adding a geometric dimension to his furniture. Table surface selections include marble, leather, fabric, vinyl or laminate. A base level brass ring is optional.

THONET

Thonet Industries, Inc.
491 East Princess St.
P.O. Box 1587
York, PA 17405

(717) 845-6666


Knoll Textiles introduces Furrows Wallcarpeting

The first carpeting created specifically for vertical surfaces

A curious phenomenon has been occurring in the design industry. For years, designers have been specifying floor carpeting for walls, despite the drawbacks inherent in using textiles created for one surface on another.

Now, all those drawbacks are eliminated with the introduction of one exceptional fabric–Furrows Wallcarpeting by Knoll Textiles.

Furrows, as you can see, is visually seamless. Furrows follows compound curves. Furrows has a Class A flame retardancy rating and one of the lowest smoke emission ratings of any wallcovering. Furrows is an insulator, extremely important in today's energy-conscious society.

Furrows is beautiful. It is available in 16 contemporary colors and tints. And finally, not only is Furrows less expensive to buy, it is also far less expensive to install. Furrows Wallcarpeting by Knoll Textiles. A breakthrough in interior design.

Knoll Textiles
A Division of Knoll International
655 Madison Avenue
New York, NY 10021

Circle 50

IBD/New York raises more than $5,000 at annual furniture auction



New York–Well over $5,000 was raised by IBD/New York at its fifth annual auction. Proceeds will go to the "Hans Krieks Memorial Scholarship Fund" which endows talented and needy design students. R & G Affiliates, 200 Lexington Ave., hosted the recent event which drew approximately 150 attendees.

New Assignments: CRS gets design contract for University of Qatar

CRS Group was selected as interiors architect for the new **University of Qatar** near Doha, Qatar. First phases of construction cover 720,000 sq. ft. of space and include colleges of science and engineering, men's and women's colleges, audio/visual and library facilities, and exhibition, administration, and central services buildings . . . **Jain Malkin Inc.,** La Jolla, Calif., was awarded the design contract for the 36,000-sq-ft. **Theodore Gildred Cancer Facility,** now under construction for UCSD School of Medicine. The firm will also make medical space planning and tenant improvements at La Jolla's **Frost Street Medical Center . . .** New York-based **Congress Financial Corporation** retained **Robison & Associates** to provide design consulting services for its offices in Los Angeles . . . Herman Miller open-plan office furniture, provided by **Business Interiors,** will be installed at **Wharton School of Business'** newly renovated **Dietrich Hall** . . . **Auer/Nichols Associates Inc.** was retained by **Storer Broadcasting Company** to plan and design its new 120,000-sq.-ft. corporate headquarters at Biscayne Center, Florida . . . **Resort Inns of America** chose **Henry Conversano & Associates,** San Francisco, as total design coordinators for its newest resort located in St. Petersburg, Fla. . . . Completion of the first phase of a $67 million upgrading of the **San Francisco International Airport central terminal** was announced by **Gensler & Associates,** project architect . . . **Las Olas Interiors,** Fort Lauderdale, will prepare interior design schemes for **KBP Properties.** The project consists of two model homes in the Lakewood community of Woodmont . . . New contracts for **Soep Associates** of Boston include a total renovation of **The Anchorage Times** facility, Alaska. Also awarded is the space planning contract for the 85,000-sq.-ft. **General Electric** plant in Somersworth, N.H. . . . **KPA,** Philadelphia, was selected to design new 50,000-sq.-ft. offices for **Delaware Management Company** and **The Vanguard Group of Investment Companies . . . Selected interior architects for Gulf Tower** under construction in Houston is **CRS Group Inc. . . .Interior Environments Inc.,** New Orleans, has been commissioned to design the Louisiana HQ of **Gulf Oil Corp.'s** exploration and production divisions . . . **Gruzen & Partners** has been selected as architects for **Jewish Theological Seminary of America,** New York.

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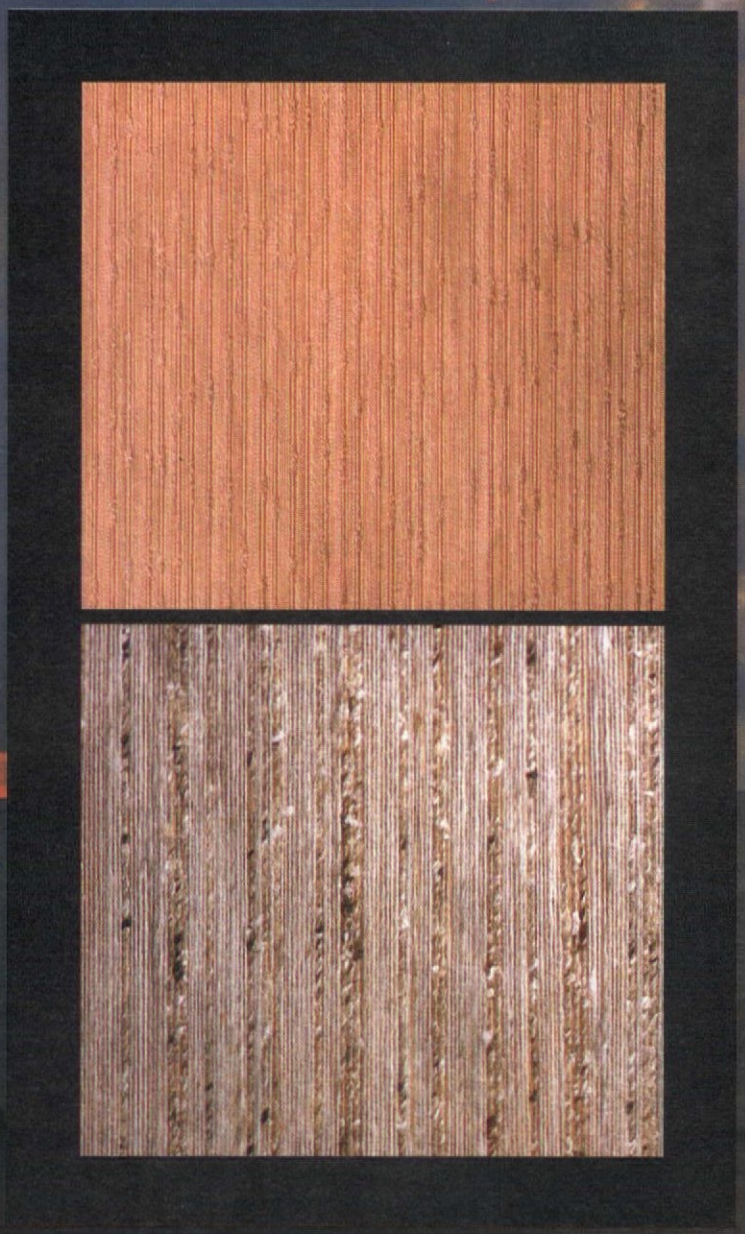
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June 15-18, 1982

An International Exchange of Ideas

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- Arata Isozaki, Architect, Tokyo, Japan
- Paolo Portoghesi, Architect/Planner, Rome, Italy
- Edmund N. Bacon, Architect/Planner, Leading Authority on Urban Planning, Author, "Design of Cities"
- Gerard O'Neill, President, Space Studies Institute, Author, "2081—View of the Human Future"
- Jean Houston, World-Prominent Behavioralist, Director, Foundation for Mind Research, Author, "Life Force"
- William S. Kiser, Chief Executive Officer, The Cleveland Clinic Foundation
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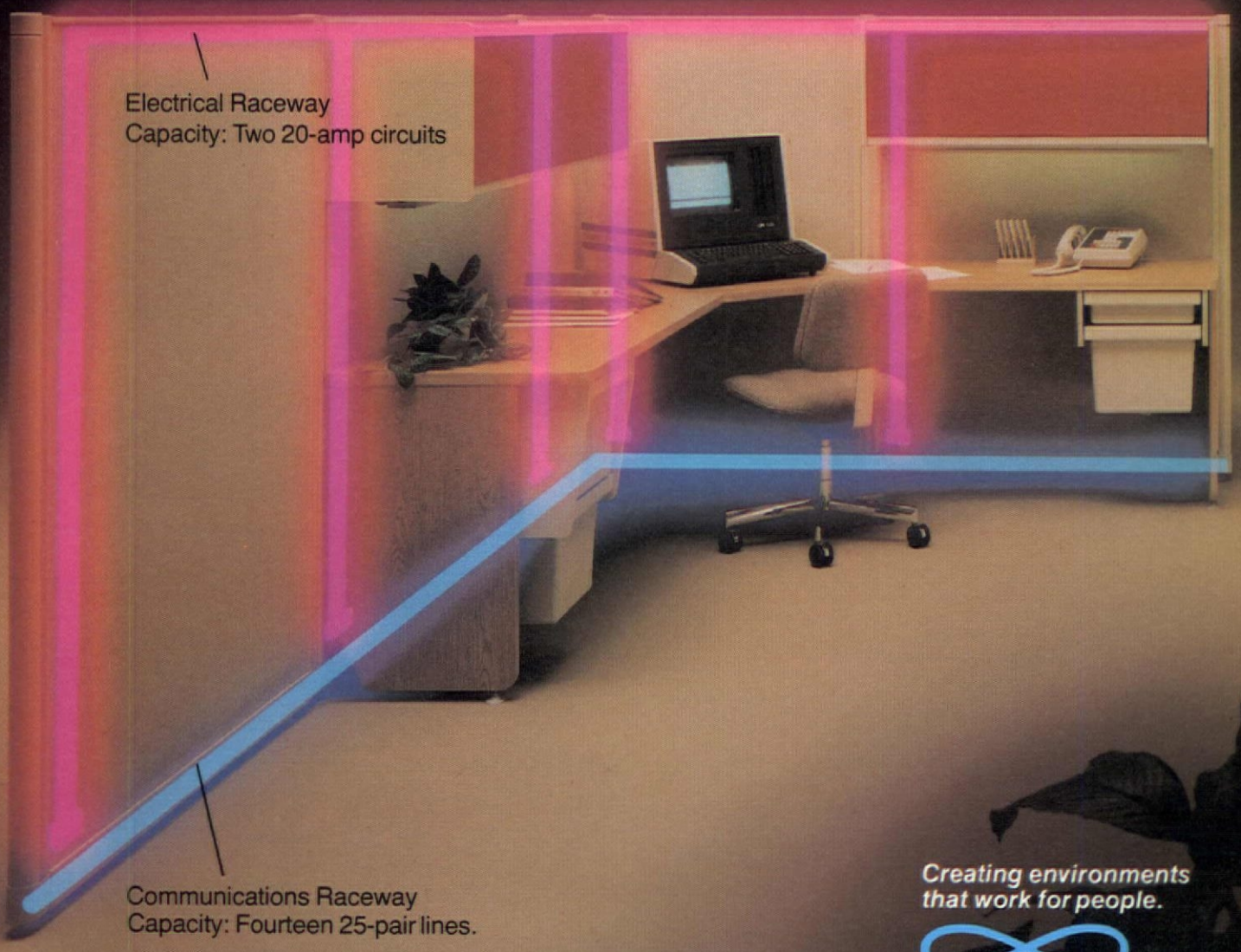
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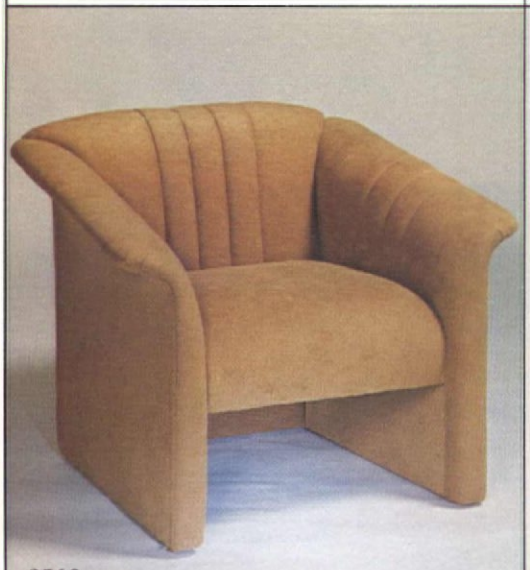
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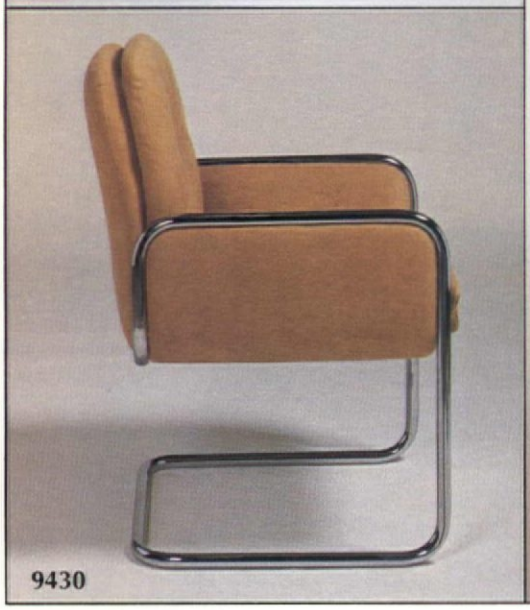
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CONTRACT QUOTES

ON HOSPITALITY DESIGN



Sandra Spewok
Marketing Director
LCP Assoc.

"The quality of corporate dining facilities is dependent on whether or not a firm believes that well-designed dining facilities will affect the bottom line. Firms located in the heart of a major metropolis are unwilling to provide good in-house facilities because there are usually excellent restaurants nearby. But a firm that is located in a suburban or rural area will be likely to require these facilities as a timesaver during lunch hour. Visitor numbers and the desire of a corporation to provide special amenities for personnel will determine how lavishly the space is designed."



Joan Blutter
President
Joan Blutter Assoc.

"As foreign investment in U.S. properties continues to increase, there will be a growing need for foreign language aids in public places, particularly hotels. I also believe that there will be an increase in services available to hotel guests. Knowing this, suppliers can incorporate additional service-oriented thoughts and ideas into the products they design."



Tim Butterworth
Vice President,
Contract Sales
Karastan

"Hospitality settings require heavy, often multi-colored carpets with a low, dense profile in woven construction. Although floorcovering is hardly ever the prime focus of such settings, carpet in public areas remains important. Ceramic and marble tiles are frequently used, but the need for highly-styled carpet and its plush effects is still evident."



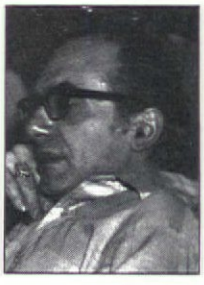
Derrick Lee, Jr.
Vice President,
Marketing
Lee/Jofa

"There was a time when better hotels charged $30 to $40 per night. As everyone knows, this is no longer the case. Now that room rates are up, hotels have moved away from average housekeeping and are hiring fine designers to add pizzazz to guest rooms. But the fabrics they specify for wallcoverings and draperies often do not meet stringent performance standards as manufactured. They must be customized for fire-retardancy and washability. These processes often affect the hand of the fabric and make it look less desirable or decrease its lifespan. Fabric houses must educate clientele on these pitfalls because poor performance or a bad-looking, treated fabric can cause big problems down the line."

ON CHANGING MARKETS

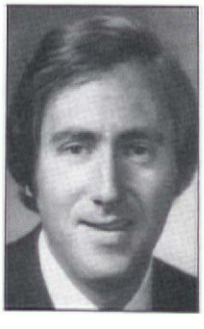
Lynn Berman
Designfriends Ltd.
President-Elect
Resources Council

"There is a pressing need to coordinate our industry's forces and facilities into a dynamic design center complex that would serve the many diverse needs of the New York community. Our marketplace is the most fragmented of all the major cities' and this fact is recognized by all industry segments."



Frank E. Peteroy
Project Director
Office Design
Assoc./Shepard
Martin Inc.

"The decade of the '80s is, perhaps, the interior design profession's foremost challenge. Designers have grown accustomed over the years to creating office environments within the guidelines of the landlord's 'work letter' standards. But this rule is changing. Limited landlord contributions, the need for energy conservation, and high interest rates require the designer to take on new responsibilities when he/she coordinates the various disciplines and elements which comprise a constructed space. There is greater emphasis on knowledge of construction materials and methods, product availability, and environmental systems. Perhaps what is emerging is the total designer—esthetically-based, technically- and financially-oriented, providing a professional service."



Kenneth Narva
Principal
Planned
Expansion Group
Inc.

"What used to be called interior design is now called interior architecture.' One reason for this change is that the designer/architect's responsibilities have increased. Interior architecture is deeper than color and design; it is a planning and organizational process oriented to environmental concerns and user productivity. The designer/architect must be the quarterback of space planning, relating to all team professionals. He must be a specialist in many fields to assure that designed space will meet the demands of the future."


Wall covering that's colorful, bold, resilient and tougher than blazes!
A complete system of high impact surfaces in 9 textures, 26 solid colors and 10 wood grains. Class 1 fire-rated.
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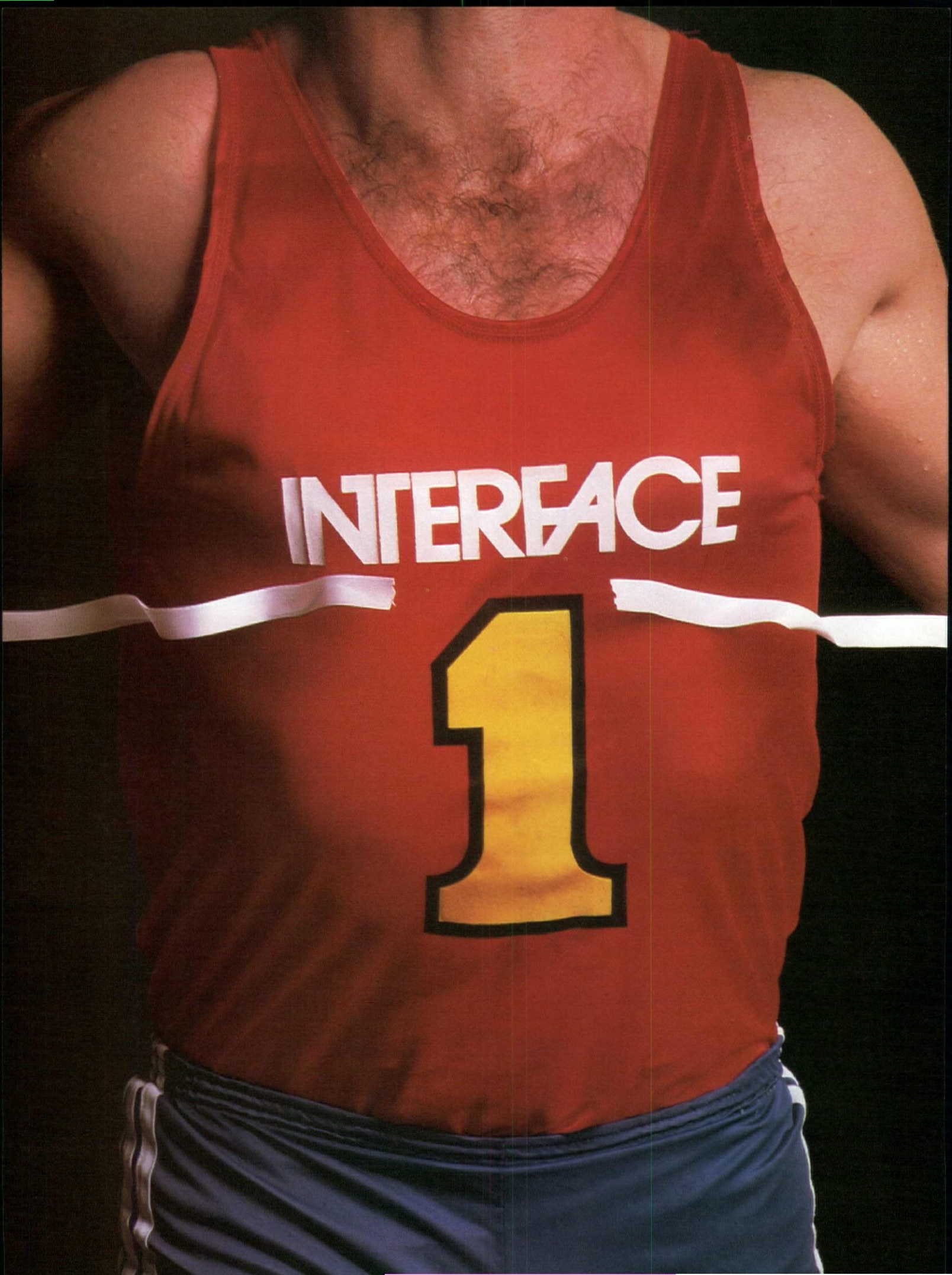
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INTERFACE
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INTERFACE. THE LEADER IN A WORLD PLAYING FOLLOW THE LEADER.

There are a lot of carpet companies out there that have an excellent reputation for quality broadloom. But not for quality carpet tiles.

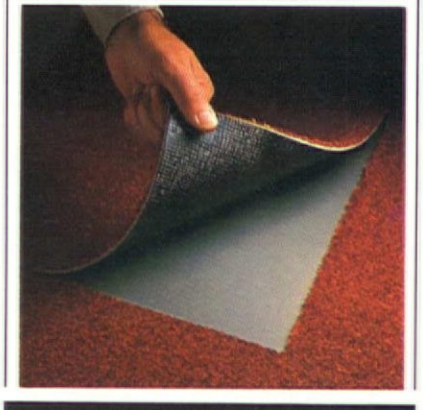
But one carpet manufacturer has an excellent reputation for quality carpet tiles. Because that's all we make. And because we specialize, we've become recognized as the leader in the carpet tile industry. Interface.

ONLY INTERFACE RESEARCHED IT, LIVED IT, BREATHED IT AND MASTERED IT.

Interface was founded on the commitment of making only one product, so we have to make that product right. We recognized from the start that if a carpet tile is to work, it has to be specifically engineered to be modular. The result is our exclusive patented fiberglass-reinforced GlasBac™ that lets you free-lay tiles directly on the floor without glue, instead of anchoring them in place with a so-called "releasable" adhesive.

Dimensionally stable, the Interface system lies flat and secure with no curling, warping or shifting. And stays there until you choose to make a change.

WE'RE WORKING ON NEW DESIGN IDEAS WHILE OTHERS ARE TRYING TO SOLVE OLD PERFORMANCE PROBLEMS.



INTERFACE. WE MAKE OTHER CARPET TILES OBSOLETE.

Because of our early success in overcoming all the problems usually associated with carpet tiles, we have since been able to focus all our research efforts on creating new opportunities for the problem-solving designer. Textures. Colors. Patterns. Options, like MagneBac™ Custom designs. Signage. Years of development have made Interface the greatest single source of carpet tile innovations.

MORE THAN A CARPET TILE SOURCE. THE ABSOLUTE RESOURCE.

That's a position we're proud of. And very protective of. So you can be assured that no matter how many carpet tile innovations we bring over the finish line, there's always one more on its way. From the carpet tile leader. Interface. For more information, write Interface Flooring Systems, P.O. Box 1503, LaGrange, GA 30241 or telephone (404) 882-1891. INTERFACE®

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We asked executives and office workers what they wanted most in desk accessories. They said (1) organization, (2) easy access, (3) space savings and (4) eye appeal.

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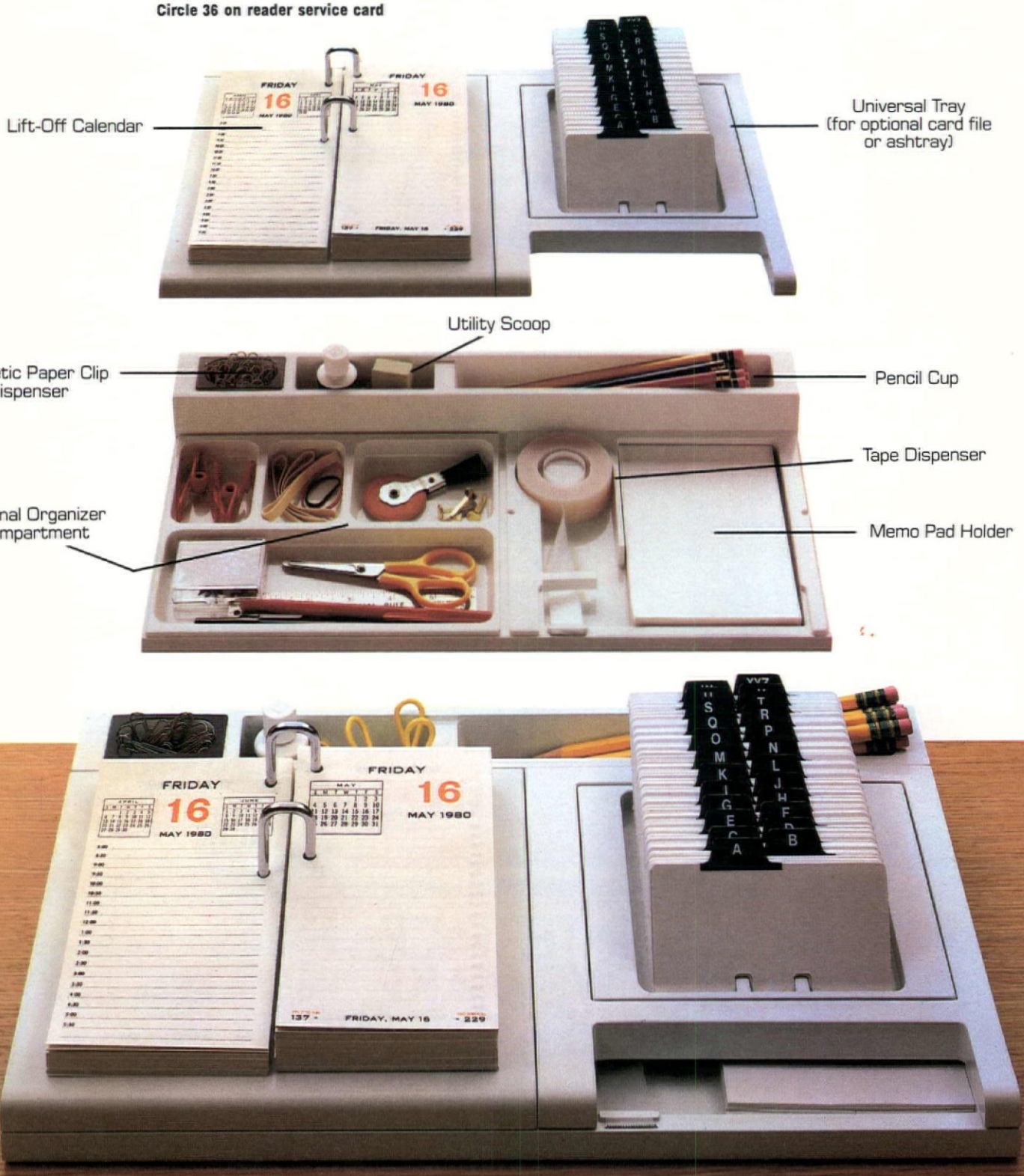
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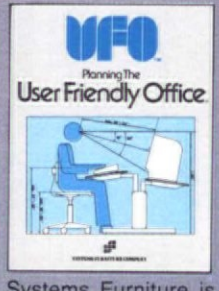
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Systems Furniture introduces an entirely new concept in office furniture—the User Friendly Office™. Ever since the first secretary sat at a desk, furniture manufacturers have been faced with the problem of making offices more hospitable to people—or "user friendly"—in the language of data processing.

The introduction of computer-related equipment has only compounded the problem—especially for the video display terminal (VDT) operator. He or she has to put up with a new array of stressful conditions including:

- Muscular and circulatory problems, numbness, headaches, fatigue or even nausea due to sitting in a fixed, unnatural position for long hours.
- Difficult optical adjustments to the display screen due to improperly positioned VDT units.
- Work surfaces which are no longer appropriate for the VDT's, disc drives, printers and other data processing machines now in use.
- Irritability and depression—along with resulting job dissatisfaction and dramatically reduced productivity—brought on by an inappropriate work environment.

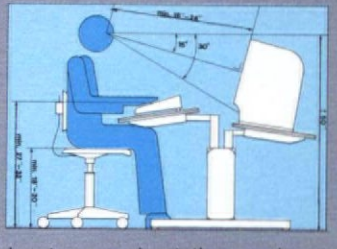


Send for **Planning the User Friendly Office**. Based on authoritative studies conducted by the Gispen Staalmeubel Company of Holland and the U.S. National Institute for Occupational Safety and Health.

Systems Furniture is responding with a new solution—the *User Friendly Office*.

Systems Furniture has been designing and building furniture for the Information Age longer than anyone. We're uniquely prepared to give today's video display terminal operator furniture that's both functional and efficient.

- The UFO 2000 is ergonomically designed—to adapt to the needs of VDT operators and management. Six separate adjustments allow variations in an operator's line-of-sight angle, height and length of reach.
- All work surface adjustments are fully independent and simple to perform.
- Work surface tops are finished to minimize glare from reflective light sources.
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- Custom configurations are available on request.



To find out more about the requirements of today's electronic office, send now for our booklet, "Planning the *User Friendly Office*," or send for more information about companion pieces to the UFO 2000. Just write us on your company letterhead or circle our number on your Reader Service Card.

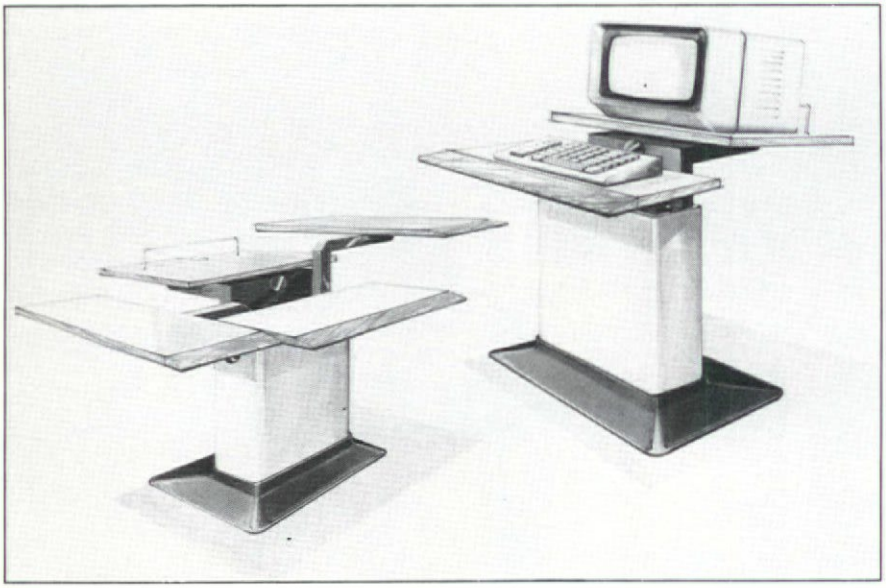
Systems Furniture's *UFO*. It's going to help everyone in the office get along a lot better.

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UFO™ User Friendly Office by SYSTEMS FURNITURE COMPANY UFO™ User Friendly Office by SYSTEMS FURNITURE COMPANY

Heights, surfaces are electronically adjustable for worker comfort



Furniture system for VDT/CRT units electronically adjusts to suit individual workers. Keyboard surface moves 10 in. up or down; screen angle adjusts along a 17-degree range. Footrest provides comfortable elevation level for feet and legs. Side extension surfaces are manually movable for proper placement. Keyboard surface is constructed of 3-in. deep and 1-in. thick solid wood sloping and radiused wrist rail, wood-edge banding, chipcore interior, and laminate top. Angled footrest is self-skin polyurethane with a steel core. Side extensions are available in rectangular and triangular shapes. Units are products of Data Furniture Inc.
Circle No. 348.

No mounting hardware needed



A totally adjustable CRT platform is also portable. Unit tilts, swivels, and slides for use on existing tables or desks housing video units. Mounting hardware is not required for use. Platform tilts 20 degrees up or down from horizontal position for glare reduction. Swivel capability of 360 degrees allows shared or angled operation. Unit slides up to 8 in. front-to-back to help reduce eye strain and adapt to individual preference. From Structural Concepts, unit is offered in various sizes.
Circle No. 347.

Light motion control has 16-pattern memory



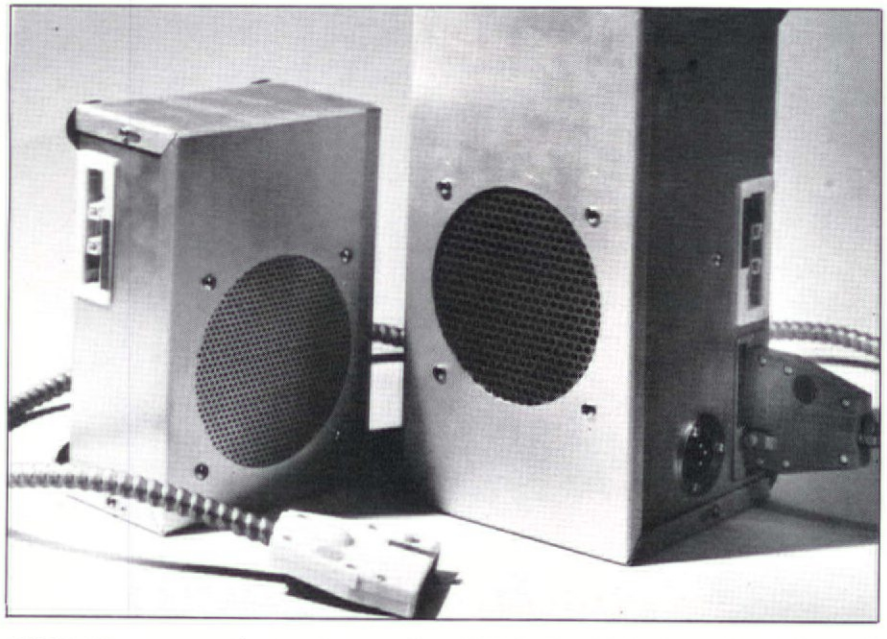
Electronic Designers Inc. has developed a four-channel light organ/chaser with 16-pattern microcontrol memory. Model LOS-403Z creates light movement in sequence at varying rates of pulse and intensity for use in dance clubs and concert halls. A built-in zoner changes light pattern from starburst to pinwheel automatically. Each of four channels can be individually set to off/on light organ/chase mode with no audio adjustments required. A dimmer controls up to 100 percent of the maximum light level on all channels. Rack-mountable and lightweight, unit is solid state, designed with glass epoxy-printed circuit board. Active filter circuitry assures superb rhythm pick-up. Other features include ambient control for minimum brightness level, three directional and color options, and a manual keyboard active in all modes.
Circle No. 343.



CAD/CAM system supports software applications in three dimensions

Video Designer® CAD/CAM system from Applicon Inc. is a completely upgradeable package system. It includes hardware and software componentry needed for either mechanical/architectural or printed circuit board applications. Unit is recommended for small-and-medium-size engineering organizations, or first time CAD/CAM systems. A central processing facility consists of Digital Equipment Corp. PDP-11/34, Applicon Graphics-32 display processor, 200-Mb disk subsystem, and 800/1600 bpi dual-density magnetic tape subsystem. A black-and-white video graphics workstation and alphanumeric terminal are also included. Design system supports either two- or three-dimensional software and a maximum of two graphic workstations. Optional hardware and software components may be added. Upgrading options include multi-terminal system.
Circle No. 344.

Sound masking patent issued



MSSM-1A, a new electronic sound masking system from Orfield Associates, recently received the first procedural patent in the sound masking field. The system is a self-contained, master-slave unit which includes a master generator, up to 10 slave systems, and branch circuit wiring of 20-ft. interconnect cables. Unit is installed above the ceiling and contains a dual channel audio circuit for high or low impedance input of music or paging sources. System is portable, has individual speaker volume and frequency controls, and ability to tune from within office space.
Circle No. 363.

Security system controls access



Building access is controlled by resident/tenant when summoned by a phone code. System, from Trigon Electronics Inc., connects directly to existing phone lines. Units are microprocessor controlled, FCC registered, and have a one-year warranty. Two-digit code must be dialed by visitor to reach tenant.
Circle No. 362.

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We know furniture too





Congoleum CORPORATION KINDER DIVISION

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Manufacturing Locations: Americus, Georgia/Denver, Pennsylvania/Mt. Vernon, Texas/McGregor, Texas/Riverside, California/Warsaw, Indiana/Newton, Kansas/Tomah, Wisconsin/Wilkes-Barre, Pennsylvania

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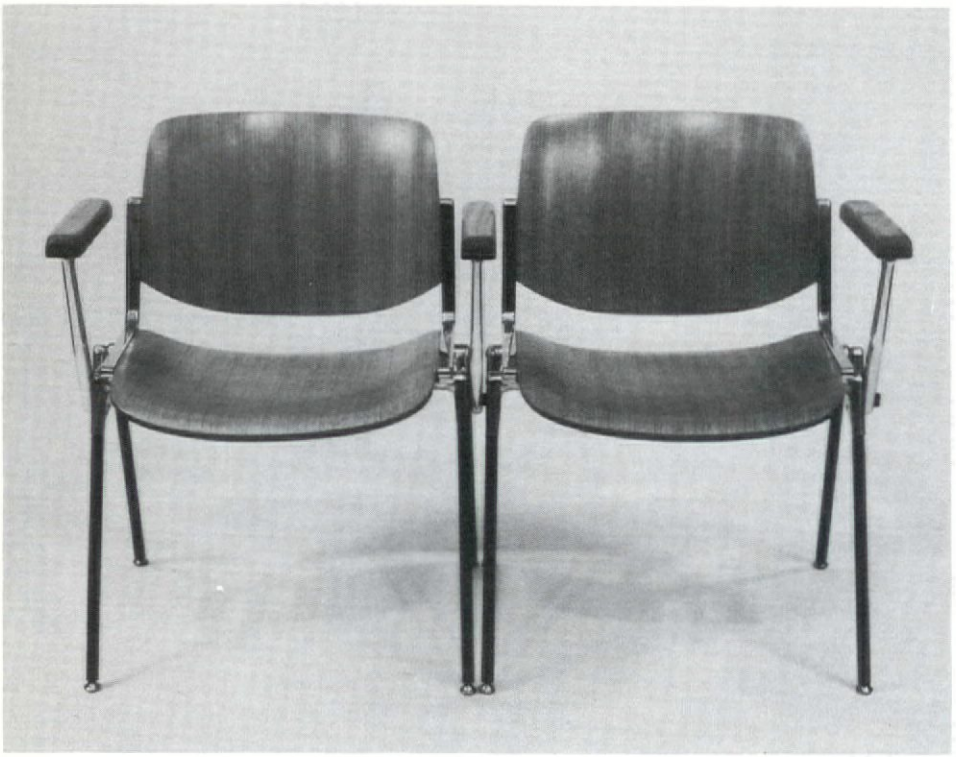
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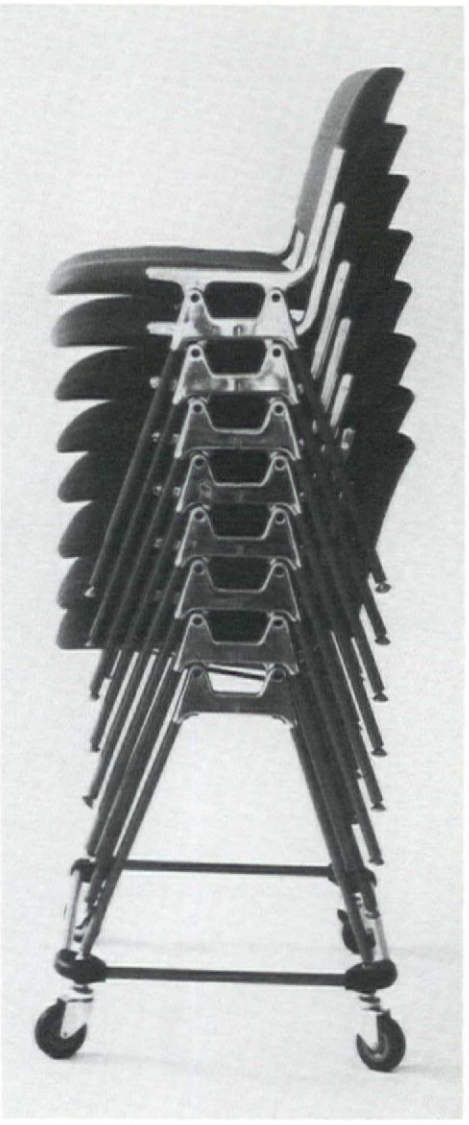
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CASTELLI





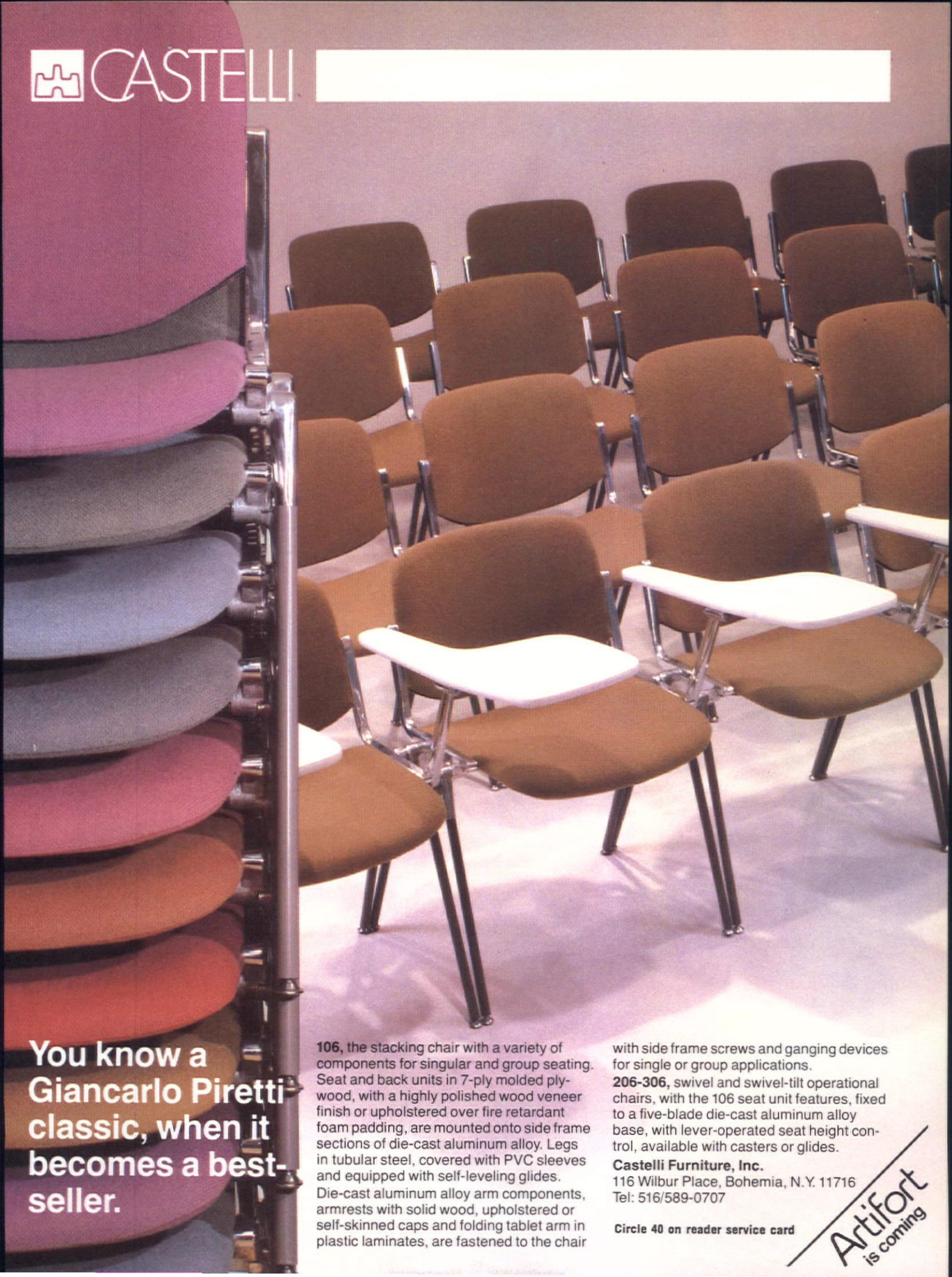








CASTELLI



You know a Giancarlo Piretti classic, when it becomes a best-seller.

106, the stacking chair with a variety of components for singular and group seating. Seat and back units in 7-ply molded plywood, with a highly polished wood veneer finish or upholstered over fire retardant foam padding, are mounted onto side frame sections of die-cast aluminum alloy. Legs in tubular steel, covered with PVC sleeves and equipped with self-leveling glides. Die-cast aluminum alloy arm components, armrests with solid wood, upholstered or self-skinned caps and folding tablet arm in plastic laminates, are fastened to the chair with side frame screws and ganging devices for single or group applications.

206-306, swivel and swivel-tilt operational chairs, with the 106 seat unit features, fixed to a five-blade die-cast aluminum alloy base, with lever-operated seat height control, available with casters or glides.

Castelli Furniture, Inc.
116 Wilbur Place, Bohemia, N.Y. 11716
Tel: 516/589-0707

Circle 40 on reader service card

Artifort is coming

Sample of carpet forecast to remain at Chicago Wool Bureau for NEOCON 14

A portion of "Space Mosaics," a carpet forecast collection, will be on display at NEOCON 14, June 15-18. Developed by the International Wool Secretariat (IWS) and inspired by the Landsat Satellite, this collection moved to London in January and will continue to Melbourne, Australia, for exhibition.

Colors forecasted by the show for 1983 include: iolite, blue scan, jettison, jet, sensor green, terrestrial brown, cosmic ray, and vapor cloud. Six tweed yarns have been styled by show developers to coordinate with these theme colors.

Tufted and woven carpet developments are presented in the full exhibit. Yarns and carpet from the United States, Australia, Belgium, France, Germany, Holland, Japan, New Zealand, and the United Kingdom are featured.

Current colors and available carpets are part of a presentation coordinated by Joan Blutter, ASID. This collection contains a selection of in-stock wool yarns and domestic carpets. An expanded color palette is shown in more than 50 samples on display. The current collection will be updated throughout the year.

Future trends and developments forecasted by Richard Stoyles, head designer, IWS, are multi-colored tweed effects, felted yarns with metallic thread, and geometric patterns. Research and styling by Stoyles for "Space Mosaics" and the fabric forecast was done at the IWS technical center, Ilkley, England.

Also to be seen at NEOCON 14 are the many and varied contract manufacturers which have opened new showrooms or expanded old ones in anticipation of the June event. Executive Office Concepts (EOC) will open a new furniture showroom on the Merchandise Mart's eighth floor; Mueller Furniture has relocated its Chicago showroom to Suite 1078, a space almost three times as large as its previous 10th floor showroom.



Gunlocke



Ambiant

Ambiant Ltd's new eighth floor showroom will display showcase products designed by three subsidiaries: Woodworks, Groundscape, and Systems. Introduced will be Steamer Collection by Thomas Lamb. ***Circle No. 359.***

Gunlocke Panel System is made from rift-cut oak veneers. Four heights and widths are offered with integrated electrical and acoustical options. ***Circle No. 358.***

Ergonom chairs have posture-back/ stationary-back adjustment and pneumatic height adjustment. Four-leg base adds stability. ***Circle No. 356.***



Intrex

Katonah floor credenza from Intrex is offered in 2-, 3-, and 4-door styles. Mirror finish can be combined with color, wood, or burl. **Circle No. 360.**

GFI's Superbalok is ravel-free and has Uni-lok back. Solution-dyed fibers increase fade-resistance. Carpet has Class B flame-resistance rating. **Circle No. 357.**

Grandiere carpet from Stratton is offered in four colorways made from Scotchgard-protected 70 wool/30 nylon cut-pile. **Circle No. 353.**

Hickory conference chairs have maple interior frames; seat and back is of laminated hardwood. Upholstery is COM. **Circle No. 355.**



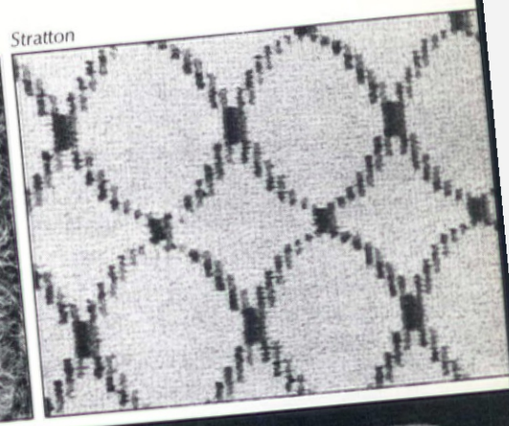
Loewenstein work stool has spring-loaded seat shaft to prevent bottoming. Seat is 14 in. in diameter. Dual wheel safety casters activate only when weight is applied. **Circle No. 354.**

Loewenstein

GFI



Stratton





Ergonom



LSI

LSI track lighting is UL-listed. Track body is of extruded anodized-satin aluminum with reinforced GE Lexan fittings. Bus bar extends wiring options. **Circle No. 361.**



Hickory



The right place at the right time. Marquesa Lana knows its place.

Fortunately for anyone who specifies carpet, Marquesa®Lana yarn came along at just the right time. It's what olefin fiber always wanted to be – and Amoco Fabrics, after a generation of experience and development, has made it happen.

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Bishop Moore High School, Orlando, Fla. Carpet shown made of Marquesa Lana olefin yarn.







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Design: Ray Zimmerman

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installation, when it comes to quality wallcoverings, call your Essex distributor. He can get you just what you want when you want it.

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Saladino offers trapunto styling on contract seating intros

Contract seating, designed by John Saladino, is a focal point of recent furniture introductions from David Edward Ltd., Baltimore.

Noteworthy features include channel trapunto styling on various selections, all of which are available COM from firm's fabric line. Upholstery choices range from 25 solid-color nylons to five wool patterns and leather.

Tiber chair #94103 offers channel trapunto on seat and back in a completely-upholstered design. Options include a pedestal base and executive swivel/tilt with casters, both with high and low backs.

Consul chair #95193F is shown with knife-edge trapunto in an executive swivel/tilt model. Measurements are 27-in.-wide by 32-in.-deep by 42/45-in.-high.

Tribune chair #96393B, shown in swivel/tilt mode, has a solid-ash cap and semi-attached seat cushion. It is available armless and with matching pull-up model.

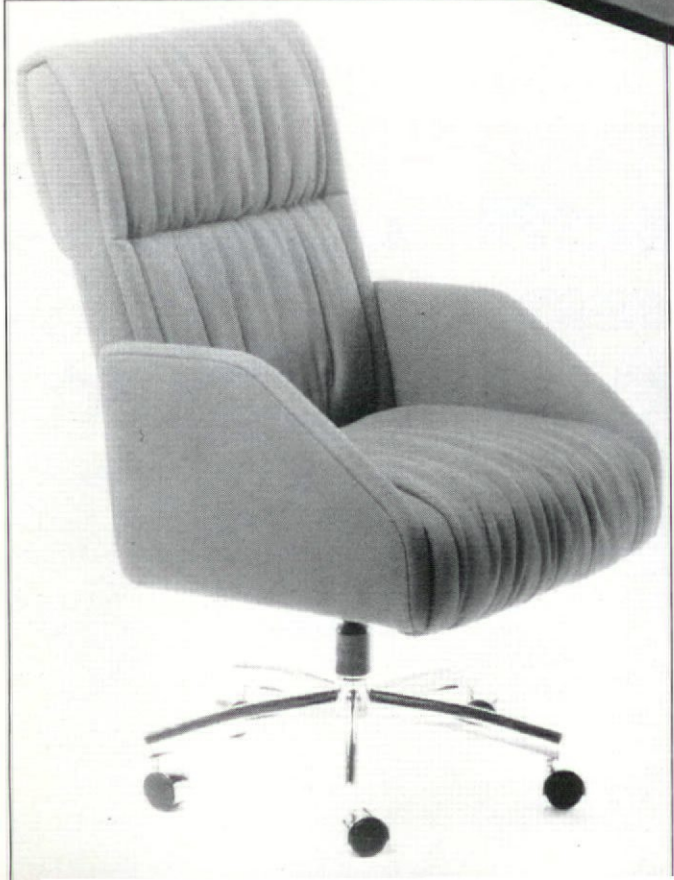
David Edward offers all executive chairs with four different bases, including wood. Exposed wood members can be finished in any of firm's 12 standard, nitro-cellulose lacquer finishes.

Circle No. 299.



Tiber

Consul



Tribune





Drapery—"Shadows": Curtains—"Super" Sheers (F.R.): Bedspreads—"Marchessa" and "Astra"
Exterior hotel photo: by Joe C. Aker, Houston



Upholstery—"Shadows":
Wallcovering—"Astra"

An encore...

by Cohama/Specifier Contract Fabrics for GUEST QUARTERS®

Unique Hotel Suite Concept



Drapery—"Shadows":
Curtains—"Super" Sheers (F.R.)

First, it was Atlanta's Perimeter Center. Now, it's Houston's Galleria West where GUEST QUARTER'S unique luxury suite concept provides a "home away from home" guest atmosphere. It's also an encore performance by Cohama/Specifier whose decorative prints and sheers were again chosen for drapery, curtains, coordinated bedspreads, upholstery and wallcovering. Encores aren't new with us. Top designers repeatedly specify fabrics from our vast stock and custom contract resources for greater design and color selectivity. It's testimony to our recognized capability and dependability to meet exacting requirements for any contract project... new or existing. Reasons why our Cohama "Bee" is always busy.

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Combining Jens Risom's design, Alan Burr's engineering and Howe's manufacturing, the Risom/Burr Collection now includes desks, credenzas and low reception tables, as well as folding and non-folding conference and dining tables. You can tell a Risom/Burr. Dramatic tubular steel legs appear free floating in an arc of space. And rich wood veneer or mar-resistant plastic laminate tops assure beauty and easy maintenance. Best of all, the Risom/Burr Collection is made by Howe. So you know it's built to last. For more details on the Risom/Burr Collection, write: HOWE Furniture Corp., Dept. 26, 155 E. 56th St., N.Y., NY 10022 or call collect: 212/ 826-0280. Showrooms nationwide.

HOWE

RISOM/BURR IT'S GETTING AROUND THE OFFICE

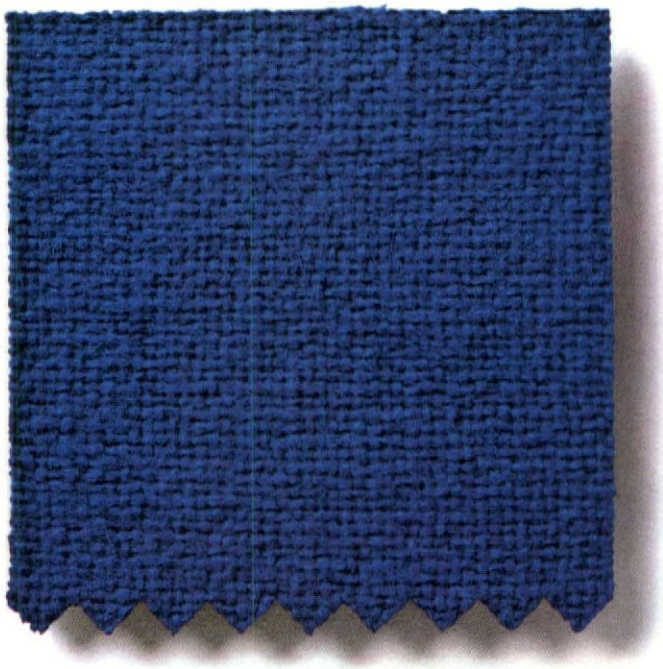
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Lamp materials reduce glare

Task lighting from Park Sherman is glare-free in both fluorescent and incandescent models. Fixed arm and exceptional adjustment styles make up the 20/20 lighting line.

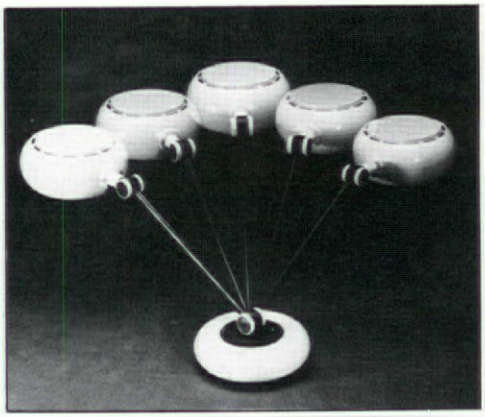
Housings are injection-molded, high-impact Cycolac with glass-reinforced nylon joints. Support arm is aluminum with concealed torsion spring balancing and pre-set joint tension adjustment. Black anodized arm and pivoting shade reduce glare and reflection. Controlled light cut-offs focus illumination on task area. Vented internal reflectors maintain cool outer housing in incandescent models.

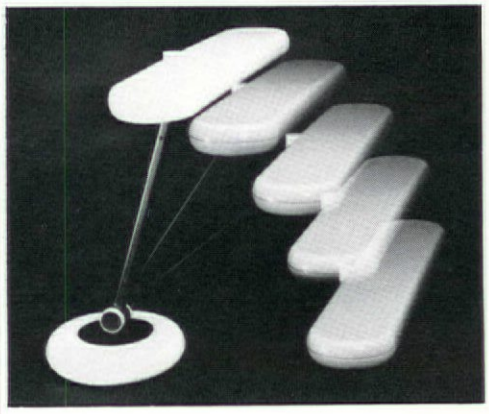
Designer Sam Lebowitz says his product does not compete with traditional task lighting. "We've moved out of an industrial lighting mode. This line has an integrated look, not nuts and bolts assemblage," he says.

Lamps are UL-rated and are available in five colors—white, putty, red, black, and brown. Currently, 16 styles are offered, with another to be marketed this year. Park Sherman is a division of Ketcham & McDougall Inc.

Circle No. 297.









Dining/arm chair, from the Wailea group.
One of many original Brown Jordan Rattan designs.

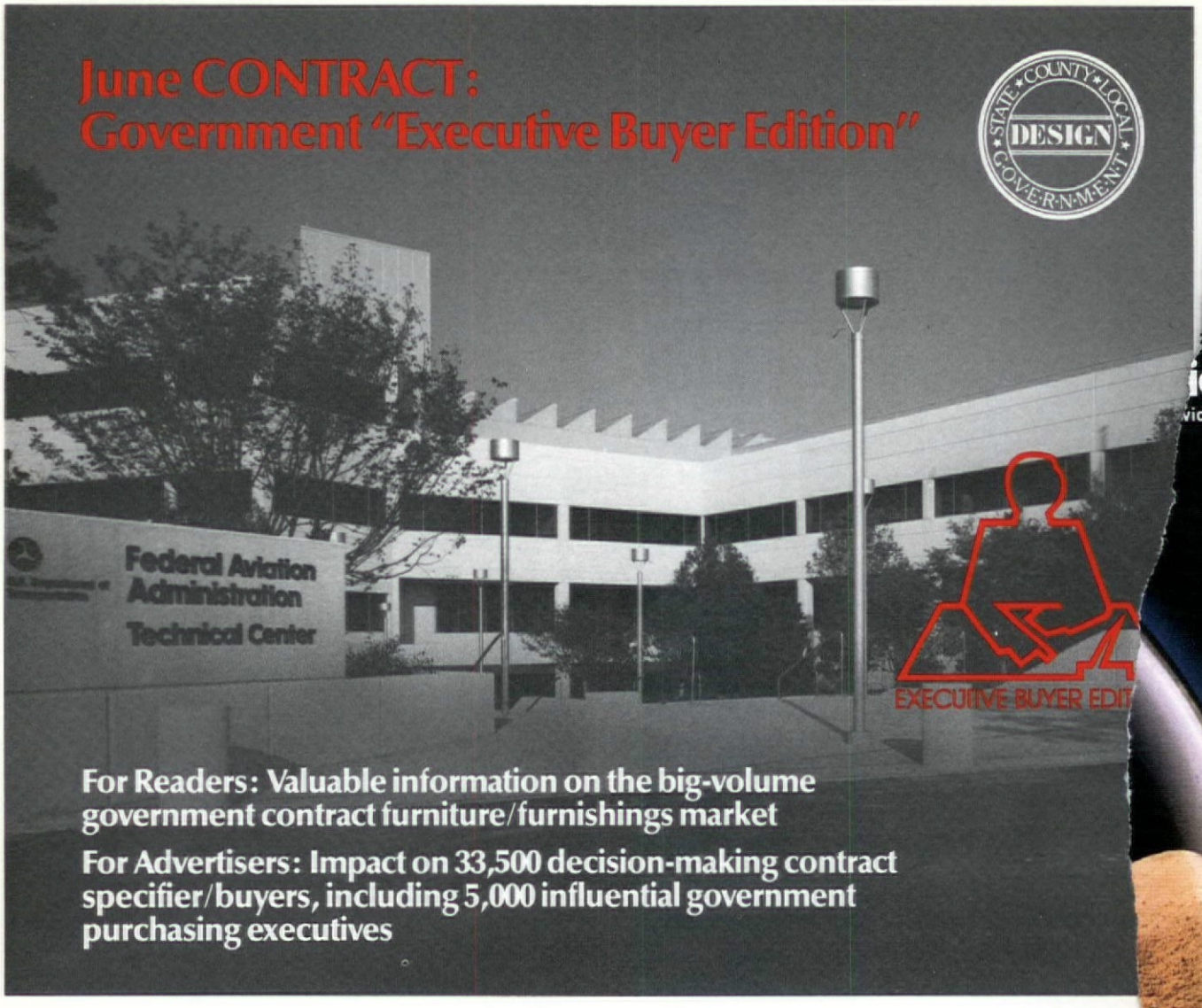
Brown Jordan Rattan. Strong in character, strong in construction.

New Wailea. Flowing, sculptured lines. Handcrafted of pole rattan in the Orient to Brown Jordan Rattan's demanding specifications for commercial and residential use. Comfortable seat cushions rest on high-quality upholstered decking.

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The June CONTRACT Government "Executive Buyer Edition" delivers comprehensive coverage of the government contract market—impressive installations, products and more—on state and local levels...gives advertisers impact on CONTRACT's 28,500 regular specifier/buyer readers, plus 5,000 key government end-user purchasing influentials.

June Ad Deadlines: May 10, orders; May 14, film; May 19, inserts.

Upcoming "Executive Buyer Editions"

August: Commercial Buildings—Remodelling editorial, plus extra circulation to 5,000 corporate facilities executive and commercial building owners. **Space closes July 8.**

October: Banks—Top bank projects, plus extra circulation to 5,000 bank presidents and board chairmen. **Space closes Sept. 10.**

November: Offices—Specialized editorial, plus extra circulation to 5,000 office managers/facility planners. **Space closes Oct. 8.**

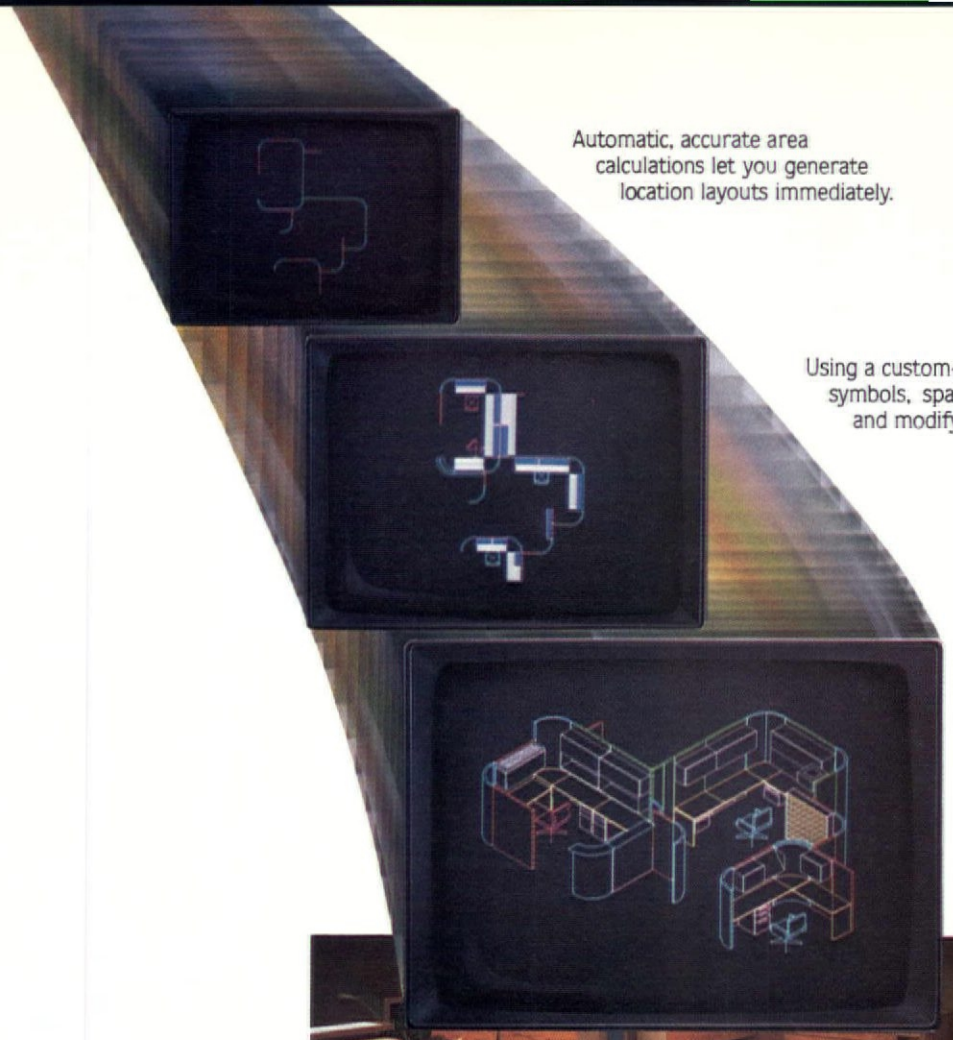
December: Store Planning—Practical information, plus extra circulation to 5,000 planners, developers and managers of stores, chains and shoppping centers. **Space closes Nov. 10.**

February: Health Care—Specialized health care data, plus extra circulation to 5,000 health care executives. **Space closes Jan. 11.**

April: Hospitality/Restaurants—Specialized contents, plus extra circulation to 5,000 executives at hotels, restaurants, etc. **Space closes March 10.**

Contract

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The fastest way to put a client in his place.

Your client wants to be up and operational no later than yesterday — preferably at yesterday's costs. Your drafting department, on the other hand, is making its life-work out of hand drawing the 200 identical chairs called for in the design. And your designer knows that every minute of drafting cuts down on the time available for exploring alternative design solutions.

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Completely upholstered maple frames and down-wrapped, poly core cushions make new sofa groups from Stow/Davis worth sinking into.

Called 870 series, the new sofas are designed to function in system landscape settings by offering four classic, modular styles. Shown are club seat #871, loveseat #872, and three-seat sofa #873, surrounding firm's Electa table. Also available is a four-seat sofa #874.

"Devon" wool fabric graces selections in colors such as tumbleweed, driftwood, smoke gray, alpine blue, old moss, and cedarwood as illustrated in cushion detail above. **Circle No. 298.**



The Plexiglas® Palette



87 Standard Colors for Maximum Design Choice

Plexiglas® brand acrylic sheet is available in a wide range of standard transparent, translucent and opaque colors and in seven patterns to meet your design needs. To get your copy of our new color brochure, circle the reader service number or write to Rohm and Haas Company, Independence Mall West, Philadelphia, PA 19105. Attn: Marketing Services Department.

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Plexiglas acrylic plastic is a combustible thermoplastic. Observe fire precautions appropriate for comparable forms of wood. For building uses, check code approvals. Impact resistance a factor of thickness. Avoid exposure to heat or aromatic solvents. Clean with soap and water. Avoid abrasives.

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New. Frameless. Beveled edges.

The fine craftsmen who fashioned mirrors way back when, discovered the simple secrets to elegance. No frame. Beveled edges. Near-flawless mirrors.

And that's what we've done — with the addition of heavy-duty hardware and steel-framed backing.

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Tibbets


Rosen

A recent entry into the field of interior contract furnishings manufacture is **Tibbet, Inc.,** Toledo, Oh. Heading up the new firm are president **John Tibbets** (shown) and vice presidents **Bob Kelley** and **Don Blewett.**

The Pace Collection Inc. named **Arthur Rosen** (shown) vice president, sales.

Judy Blocker of Pearl Paint and Wallcovering received a $1,000 cash award in a recent Intex Wallcovering sales contest.

VIVID, designers and manufacturers of acrylic furniture and sculpture, opened a new showroom at 7977 Melrose Ave., Los Angeles.

Carpet div., Mohasco Corp., restructured its product development group. **Raymond Palen** was appointed vice president, residential product development and **Lawrence Mueller** assumes responsibilities of vice president, commercial product development. **Frank A. Procopio** joins the division as vice president, manufacturing operations.

Donald Swisher joins ISD Incorporated as senior project designer. He will work out of the firm's New York office.


Knape

Dieter Knape (shown) was recently appointed to the position of president, iil limited. Knape has been with the firm since 1976 during which time he acted as controller; vice president, finance; and executive vice president.


Donnelly

Joyce Donnelly (shown) was promoted to the position of manager, contract carpet department, F. Schumacher and Co.

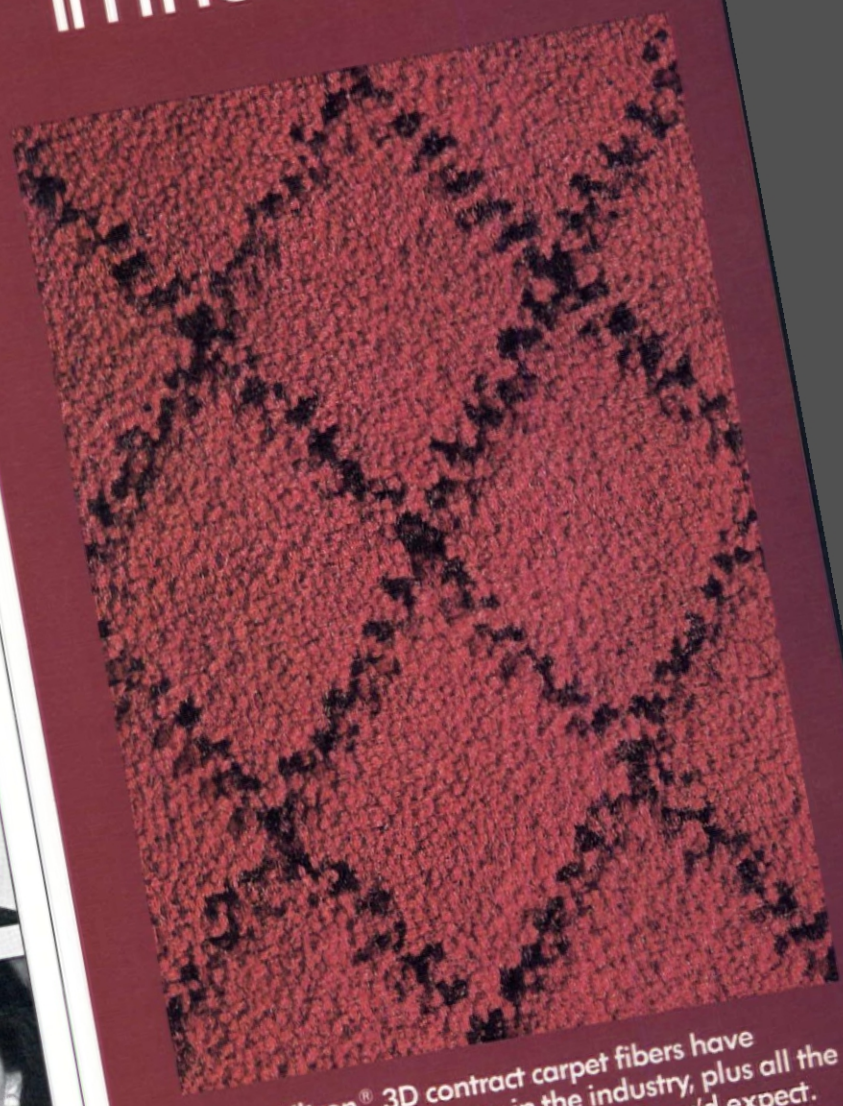
Thomas E. Cox, III, former regional sales vice president, was promoted to vice president, national sales, for Shelby Williams Industries.

Beylerian Ltd. transferred its Kartell manufacturing license to Engineered Custom Plastics, which has manufactured Kartell products since U.S. production began 12 years ago. Beylerian becomes marketing consultant for retail distribution and retains exclusive sales rights for the contract market.

A group of 23 manufacturers of window energy products formed the **Window Energy Products division,** Industrial Fabrics Association International, a newly-created industry organization. The group's first convention will be held August 9-11, 1982 at the Las Vegas Convention Center.

Greg Phillips was named national sales manager for two North Carolina wood furniture manufacturers: The Boling Co., Siler City, and Stout Chair Co., Liberty.

Best Luster in the Industry.

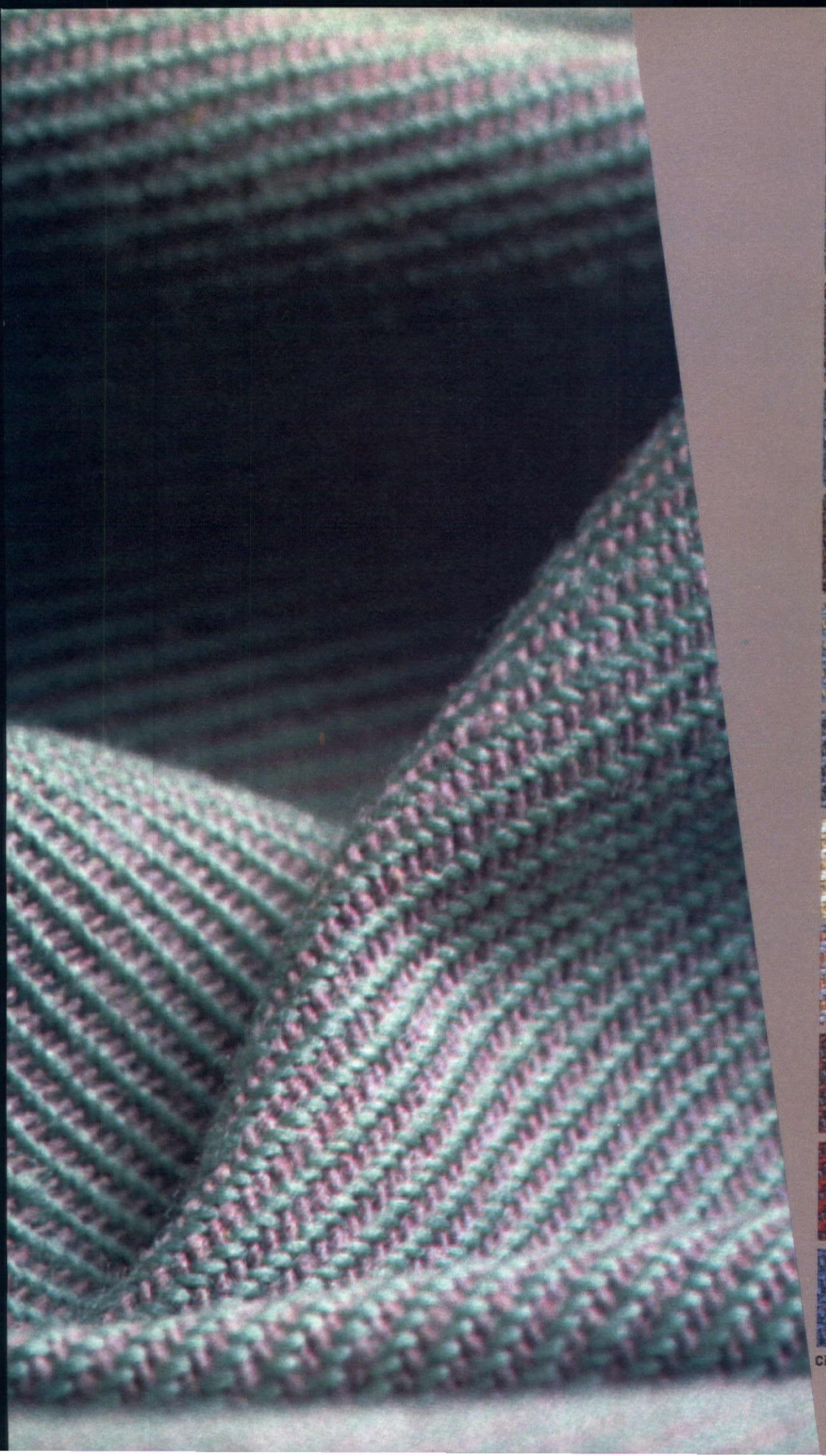


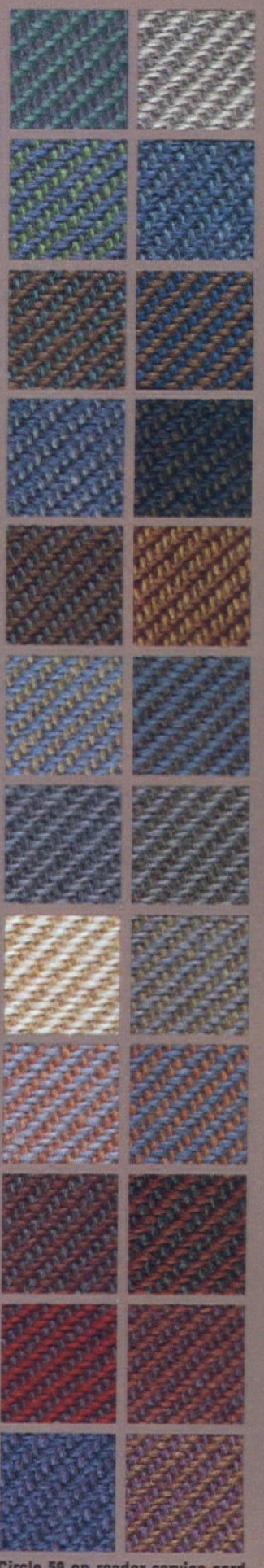
Ultron® 3D contract carpet fibers have the best wool-like luster in the industry, plus all the superior performance properties you'd expect.

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Clear and delicate, yet firm and functional,
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Only COMPU-CARPET is guaranteed to permanently prevent all carpet-related static problems in any computer room or office environment with standard equipment. Not only does COMPU-CARPET meet IBM recommendations, it has been proven to give superior static performance in industry recognized tests and under all conditions.
COMPU-CARPET is immediately available in a choice of styles and a wide range of colors. For samples and information on COMPU-CARPET, COMPU-MATS™, and COMPU-TILES™, write us today.

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U.S. Patent No. 4,153,749.

The Invisible Difference
Our unique combination of conductive filaments throughout the entire carpet face and conductive latex backing provides fail-safe static protection. Secondary jute backing available.

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PEOPLE/NEWS

Bill Echols was named national sales manager for Chromcraft Furniture's contract divisions, including Monarch Furniture. He succeeds **Mal Thomson** who was promoted to the newly-created position of marketing manager.

Hank Lowenstein and **Robert Kester,** owners of Lowenstein Inc., Fla., formed a new furniture manufacturing company called **OGGO Corporation.** The firm will manufacture and internationally distribute chairs and tables to be merchandised exclusively through the hospitality trade. Already selected sales representatives include **PT Sales Associates,** Pa.; **Austin Hanson & Assoc.,** Tex.; **and Ray Ward,** N.Y.

Systems Furniture Co. promoted **David Jacobson** (shown) to vice president, marketing, and appointed **Jerry Jordan** as account representative, southern California. Also announced by the firm is a new licensing arrangement with Netherlands-based office equipment manufacturer Gispen & Staalmeubel bv.


Jacobson

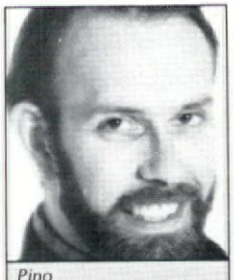
Vicki Weems (shown) joined the marketing department of J.H. Spaulding/Indalux. She will serve as design consultant.


Weems

Arc-Com Fabrics appointed **Lance Hassan** firm representative for Illinois and Minnesota. He will be based at the company's Chicago Merchandise Mart showroom, due to open in May.

Glasspec Corp., manufacturers of fiberglass planters, furniture, and custom products located its manufacturing facility and executive offices in Miami.

Pat Frieberg was named general manager of the newly-opened Cleveland branch office of Prinz Office Equipment and Contract Design Interiors.


Pino

Stephen Pino (shown) is new vice president, marketing for Naomi Gale Wall Systems. He will be based at the firm's New York showroom.


Kelley

VPS, Inc., architects, engineers, planners, and interior designers, added **Sonya Kelley** (shown), ASID/IBD, to its staff as executive vice president and interior design division general manager.

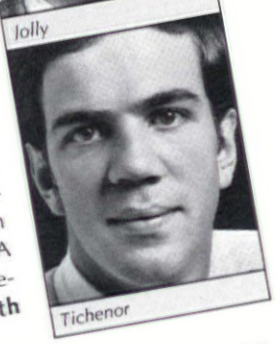
A new entry into the field of computer graphics is **Resource Dynamics Inc.** (RDI). Formerly a branch of the interior design and architectural group, ERD, the new firm was divested from its parent company and will intensify its services as a computer resource management firm for space design.

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Jim Jolly (shown), executive vice president of J & J Industries, was elected treasurer of the Carpet and Rug Institute. Jolly previously served on the association's board of directors and various committees.


Jolly

ISD Inc. appointed **Joseph R. Richenor** (shown) director of business planning.


Tichenor

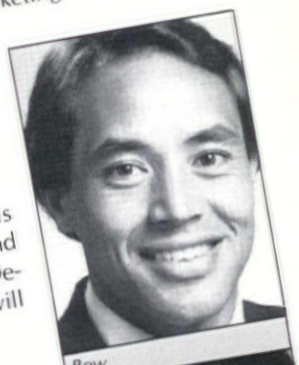
Recent appointments at Swanke Hayden Connell Architects, New York City, include **John Peter Barie,** AIA, and **Roland Lucien Lieber**, AIA, as associate partners. Other associates are **Neil P. Frankel**, AIA, in Chicago, and **Altan O. Gursel**, AIA associate, in New York. Announcement was made by **Richard Seth Hayden**, AIA, managing partner.

Len Corlin, co-publisher and editor, CONTRACT magazine, was appointed to the AIA board of directors as a liaison member of the organization.

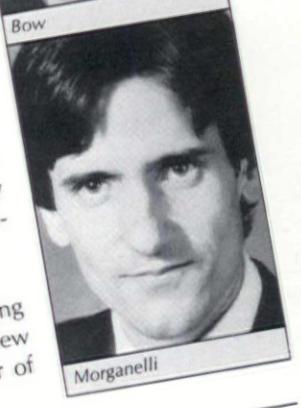
Jimmy Saip, co-partner, Ellison Interiors of Los Angeles, was reelected president of the International Society of Interior Designers for a two-year term.

Madison Furniture Industries received a gold award for advertising excellence from the Greater Jackson Advertising Club. The award was presented for the firm's ReActa series catalog, produced by Advertising & Marketing Inc.

Systems Furniture Company appointed a new national sales manager for office products, **Richard W. Bow** (shown).


Bow

Dennis Morganelli (shown) joins John Carl Warnecke & Assoc. and the Warnecke/Le Marie Interior Design Group as vice president. He will specialize in store design.


Morganelli

Duraclean International announces appointment of **Richard A. Hughes** as research and development manager at Deerfield, Ill., HQ. Hughes assumes responsibility for product and service development, quality control procedure, and dealer technical services.

Howard Wolfe joined the marketing staff of Eastern Bindery Inc., a New Jersey manufacturer and designer of sample books.



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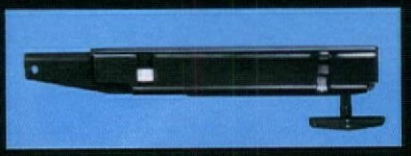
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The THINSENG control brought low profile styling to posture chairs.

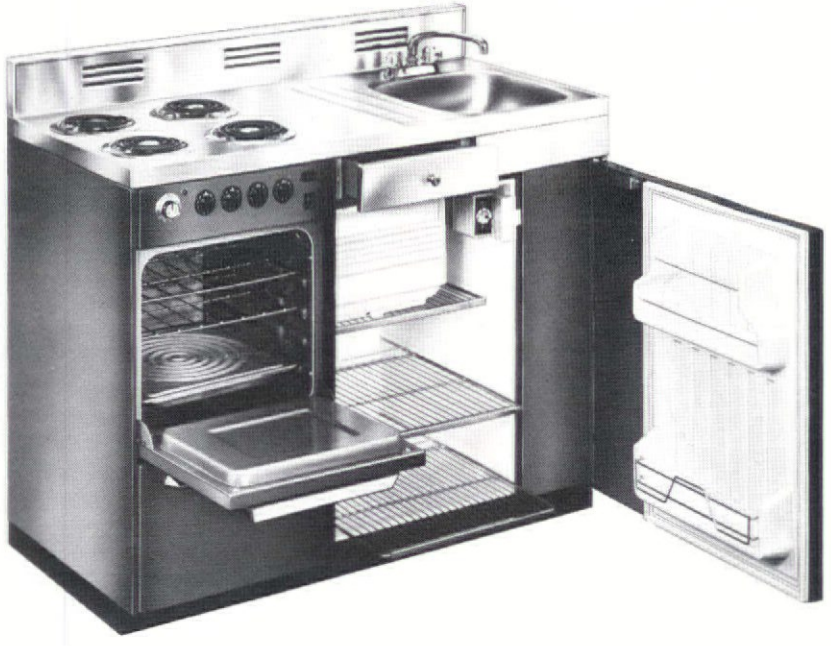
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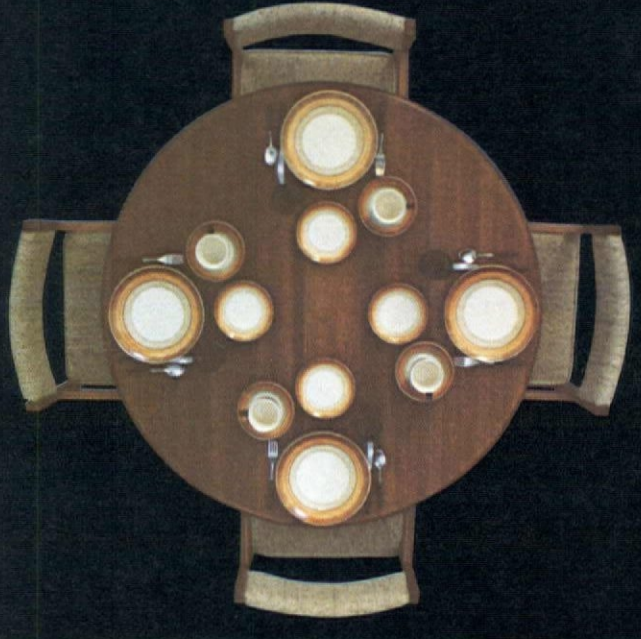
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1982

April 15-17. Interior Design Educators Council (IDEC) Annual Conference. Hyatt-Regency Hotel, Baltimore.
April 16-19. Presentations Northwest '82. Design Center Northwest, Seattle.
April 20-22. Hotel & Motel Suppliers Show. Las Vegas Convention Center, Las Vegas.
April 24. Acoustics Seminar, Pennsylvania East Chapter ASID. Moore College of Arts, Philadelphia.
April 26-29. Office Landscape Users Symposium. Marriott Inn, Rochester, N.Y.
May 2-4. Color Marketing Group Color Hues Conference. Pheasant Run Resort Hotel, St. Charles, Ill.
May 4-6. Strength Design of Furniture Conference. Purdue University, West Lafayette, Ind.
May 6-7. Design ADAC. Atlanta Decorative Arts Center, Atlanta.
May 12-16. National Association of Plastic Fabricators (NAPF) Annual Convention. Maxwell House, Nashville.
June 6-9. AIA 1982 National Convention. Honolulu.
June 15-18. NEOCON, National Exposition of Contract Interior Furnishings. Merchandise Mart, Chicago.
June 18-20. Construction Specifications Institute Annual Convention. Georgia World Congress Center, Atlanta.
June 25-27. National Guild of Professional Paperhangers Second Annual Convention. Fallsview Resort & Hotel, Ellenville, N.Y.
July 17-20. International Carpet & Rug Market. Atlanta Merchandise Mart, Atlanta.
July 18-22. Summer Home Furnishings Market. Showplace Square, San Francisco.
July 28-August 1. Dimensions Plus, Annual ASID National Conference and International Exposition of Designer Resources. Moscone Center, San Francisco.
August 9-11. 1982 Window Energy Show. Las Vegas Convention Center, Las Vegas.
August 18-22. World Woodworking Expo '82. Georgia World Congress Center, Altanta.
August 28-September 1. National Institute of Governmental Purchasing Inc. Annual Conference & Products Exposition. Marriott Hotel, New Orleans.
September 11-14. International Woodworking Machinery and Furniture Supply Fair—U.S.A. Kentucky Fair & Exposition Center, Louisville, Kentucky.
October 27-31. Marble Institute of America 38th Annual Convention. Callaway Gardens, Ga.

Foreign Trade Shows 1982

April 20-22. Western Canada Office Exhibition, Roundup Centre, Calgary Stampede, Calgary, Alberta, Canada.
May 4-7. Context, London Home and Contract Textile Show. Earls Court Exhibition Centre, London.
May 12-16. Scandinavian Furniture Fair 1982. Bella Center, Copenhagen, Denmark.
May 16-20. Design International '82. Exhibition Centre, Al Khobar, Saudi Arabia.
May 16-19. 1982 London Furniture Show. Earls Court Exhibition Centre, London.
May 16-20. Interior Design International, Olympia, London.
May 18-20. Wallfashion '82. Inn On The Park, London.
May 21-25. STAR '82. Milan Trade Fair, Milan, Italy.
October 6-8. Montreal Office Exhibition. Place Bonaventure, Montreal, Quebec, Canada.
October 16-24. Interior '82. Kortrijk, Belgium.
October 26-31. Orgatechnik. U.S. Pavilion, Cologne, Germany.
November 14-18. DACTEX. National Exhibition Centre, London.



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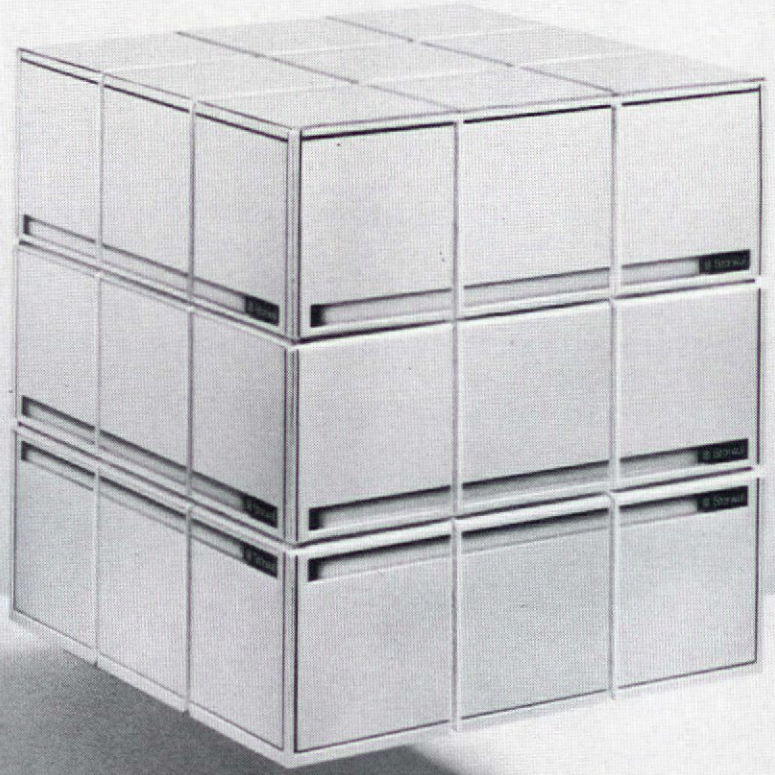
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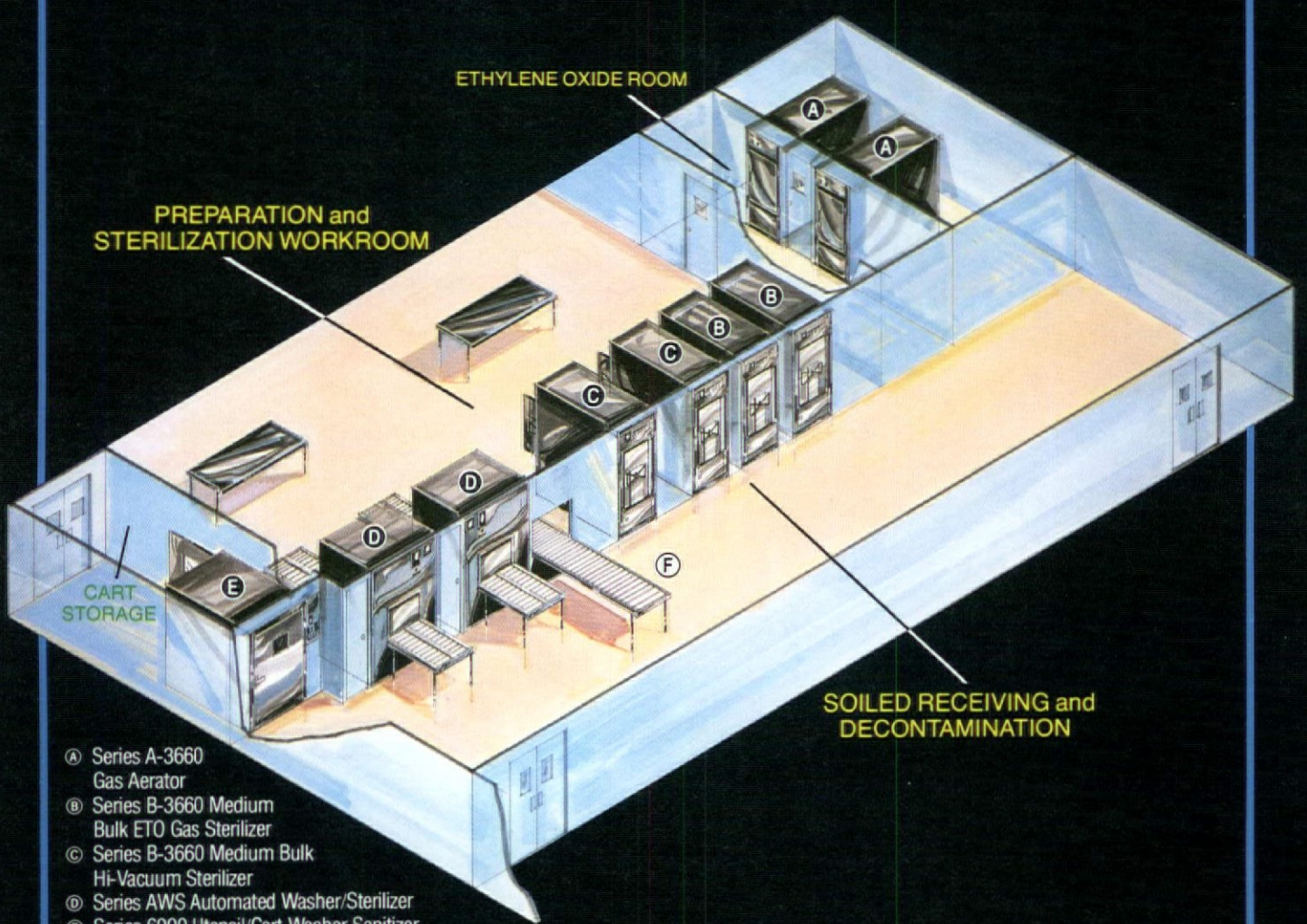
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CONTRACT APRIL 1982

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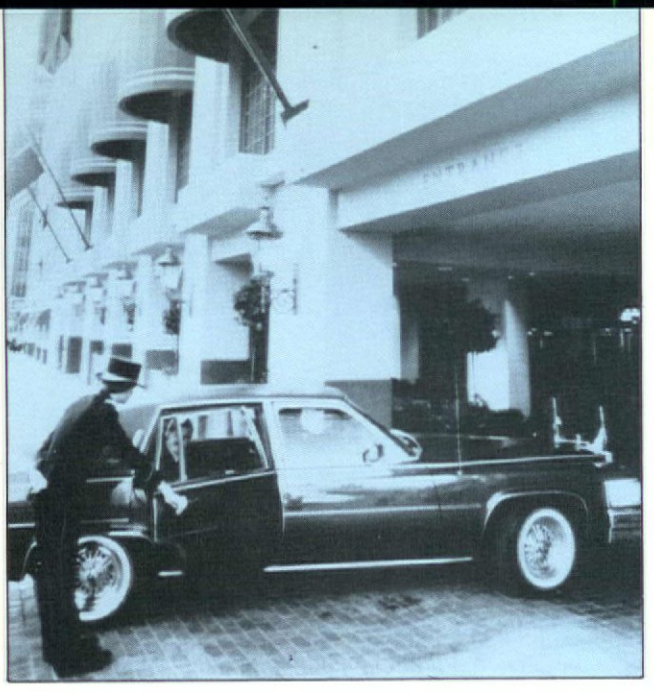
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Restaurant Executives

Space-age McDonald's has many amenities normally found in high-end restaurants.
See article on page 102.

DEFIES FLAT ECONOMY



In the midst of a recession, even fast food designs are more elegant, hotels cater to high-end patrons, and profitable conference centers proliferate. Articles start on following page.



LUXURY INNS REINFORCE

A buoyant luxury market flourishes in hospitality despite the slump

by **ANN NYDELE**

A trend toward VIP luxury accommodations, convention facilities, and conference centers has the hospitality market segmenting along new lines.

Among the factors influencing these developments are stress on high return in investment equity and the heightened importance that travelers give to quality properties offering luxurious amenities.

"New hotels or remodeled hostelries are creating a hospitality product different from what has been marketed in the past," says hospitality consultant Stephen W. Brener. "The luxury market is a very important one."

Brener plays a unique role in the hospitality business, performing many financial management services for hotel/motel developers, government agencies, and investment executives who seek his advice in all aspects of property management. His firm, Stephen W. Brener Associates, employs experts in leasing, sales, marketing, and financing, among other fields of hotel expertise.

Most markets can support luxury

"You can't put luxury hotels in all markets," Brener says. "but, most major markets can support them through business/expense account revenue, and the commercial visitor who seeks higher quality."

Luxury hotels do best in an environment that attracts international travelers and luxury vacationers—such as the gateway cities of New Orleans, New York, Miami, San Francisco, and Houston. All offer major airports and population densities. These sites for luxury properties will be augmented by so-called second-tier locations in cities opened by airline deregulation.

In Brener's view, luxury design is being applied in two areas: VIP floors and suites.

Commercial hotels are taking advantage of the trend to luxury accommodations by establishing VIP facilities, such as those that currently exist in the Hyatt, Sheraton, and Hilton hotel chains.

Luxury here is found in services provided by a floor concierge and European-style maid/valet. Decor, says Brener, is not stark modern—unless it is expensive modern. Rather, VIP styling is likely to be traditional, even Imperial. He cites luxury hotel advertising that features antique furnishings, old world ambience, and gourmet restaurants.

However, the newest thing, according to Brener, is the suite hotel—exemplified by the Granada Royale Hometels of Phoenix, where guest quarters are suites. This type of property offers more than a guest room; it includes sleeping quarters, bath, sleeping/living room, bar, and often a kitchenette. Business travelers can hold meetings in the suite; families with children can be together, even dining in the suite.

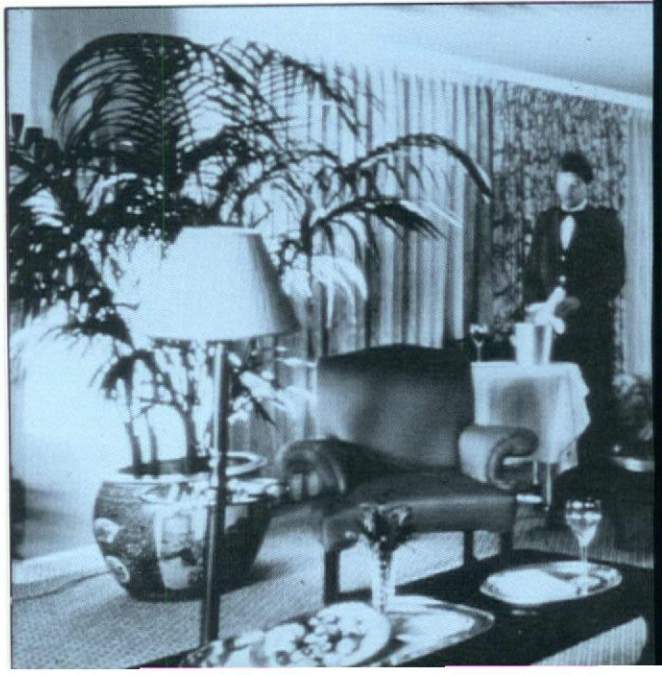
"This is the concept," he says, "that seems to be moving ahead rapidly."

Hotels part of civic projects now

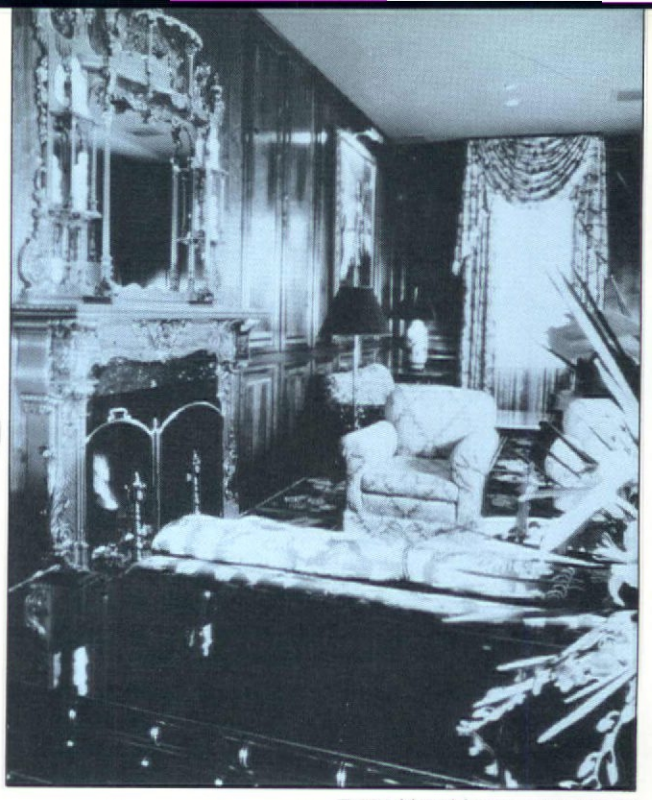
Luxury hotels aren't the only properties undergoing change; new convention hotels and centers are being developed. Says Brener, "The only way that cities can develop today is by putting together a project. If you're going to develop in an area that is not 'the' area, you have to have a lot of things going for you—big forces, city involvement and various forms of financing, because financing is so difficult today."

He cites the Portman project now proposed for New York City's west side as an example. "It will change the west side," says Brener, "together with the convention center at Lincoln West."

New convention hotels will offer special options, such as sports complexes, health clubs, and advanced conference facilities with up-to-date communications capability. "Satellite communications is going to be important. Companies can



FOR V.I.P.'s DESIGN TREND



Typical hotel luxury environment

conduct meetings in many cities simultaneously by means of telecommunications," Brener notes.

As a natural offshoot, hotels will set up satellite conferences. "This may appear to hurt business," Brener says, "because large meetings will no longer have to be held in as many locations." However, as conventions fragment into smaller sizes, more meetings will be held simultaneously in various cities. National conventions and larger conferences will not be as affected by the trend.

Selling the 'sizzle'

Despite the rise in rates, luxury hotels will be popular, Brener predicts.

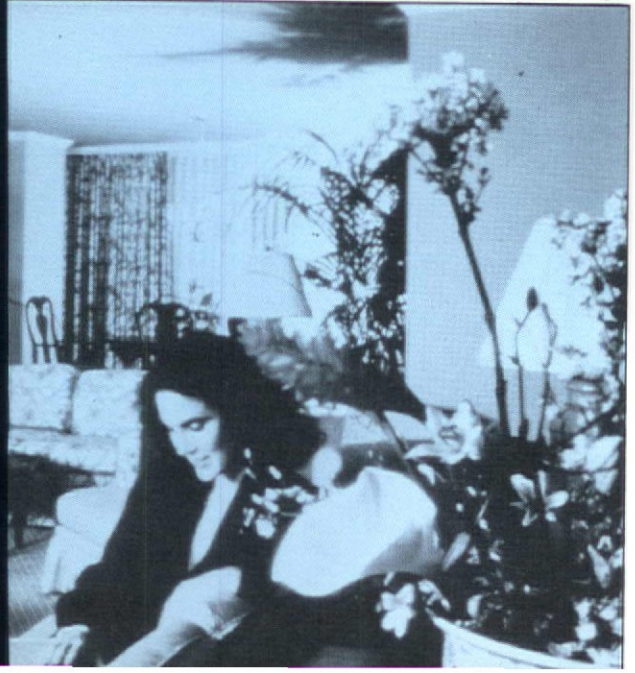
He sees this trend reflected in occupancy figures. For 1982, he predicts that New York City's first-class luxury hotels will remain stable; decreases may be felt in mid-range properties, while least expensive hotels will experience increases.

The $100 per night rate is not the luxury rate any longer. Today, the luxury market is in excess of $150 per room and the commercial market is from $60 to $100.

Certain factors will boost luxury hotel business. "In housing today," Brener explains, "we're becoming more involved in having less space and more 'experience.' We travel to seek the experience that we can't afford in a second home. As inflation continues, we will be developing housing where we have a two-bedroom unit of a total of 600 sq. ft. Theoretically, if you are living in smaller quarters, the experience of travel should give you something you can't obtain at home.

"The weekend package is an example of one of the ways luxury properties sell experience," Brener concludes.

Concierge service guides facility design



Refurbishing, new construction stress luxury

To take advantage of the burgeoning luxury market, a lot of hotels are being refurbished. "Years ago," says Brener, "you borrowed cheap and got a higher return in equity. Today, we borrow expensively, so equity has to look into the future and be protected by good tax structuring.

"People are looking at the future value of real estate appreciation, because of inflation. If you don't keep the hotel up," he warns, "it doesn't appreciate. So, owners are spending a lot of money remodeling. Reserve replacement is one of the ways some hotels are setting aside money for such refurbishing."

The upsurge in hotel construction will continue through 1983 and 1984, Brener believes. But, it will be difficult to continue beyond if money supply remains tight. If the cost of money is 15 percent, builders will have to use a budget strategy that puts big strains on projects. Such costs must be offset by high occupancy and rates—switching the emphasis to luxury.

New twist to accommodations

Brener also cites the emergence of training centers and conference facilities for corporations and business. These can offer food, lodging, and health/sports amenities. They are quite often separate from company headquarters, since quiet is a priority.

Corporate centers can be anything from an airline flight personnel school (with housing) to a college-type dormitory, to a luxury conference center. There are also religious, learning, and testing centers—all markets for the contract industry that did not exist 20 years ago. □

Ann Nydele, a writer on design and architectural subjects, is a frequent contributor to CONTRACT.



HOSPITALITY DESIGN LINKS INDUSTRY & HISTORY IN QUAKER SILO ADAPTIVE REUSE



Natural color scheme, industrial memorabilia mesh in $8 million restoration to yield hotel, dining, and conference facility

by **RACHEL LONG**
Assistant Editor

In round silos that once held 1.5 million bushels of oats, now reside hotel guests. A unique example of adaptive reuse, the Quaker Hilton Hotel, Akron, Ohio, utilized 36 oat storage silos as the basis for a "well-rounded" family hotel.

An $8 million reconstruction project, the Quaker Hilton converted spacious silos into a hostelry abundant in factory memorabilia, nostalgic Quaker logos, and updated furnishings. This blend creates a comfortable, practical design for a modern property with strong links to the past.

Franchised by the international Hilton chain to owner/developer Jay Nusbaum, the facility complements Quaker Square shopping and office complex located in adjacent factory quarters. All guest rooms, meeting space, dining areas, and a galleria linking retail stores occupy space where oats were once stored,

L-shape Quaker silo structure (top) is a landmark in Akron, Oh. Interior elevator bank entry (left) is marked by Don Drumm cement sculpture. Artistic etching also covers suspended canopy over reservation desk in lobby (opp. page).


MILTON HOTEL

QUAKER HILTON

Logos add nostalgia to eclectic scheme

processed, and transferred to railroad cars for shipping.

Retrofitting plays a key role in the design by Roger Boltz of Babcock & Schmid Associates. Space configurations and wall surfaces were determined by existing structures. Concrete was poured inside the original 120-ft.-tall silos to create eight hotel floors. The 24-ft.-diameter silos, listed in the National Register of Historic Places, are connected to a newly-constructed lobby, conference/ballroom area, and dining space.

Windows, balconies, and passageways for the hotel's 196 rooms were cut from 7-in.-thick walls. Concrete arches, finished with epoxy, let aggregate show through. The silos are painted off-white both inside and out.

Installation of concrete slabs cut from silos form a curved wall for the hotel lounge and accommodate plants in the galleria. Lounge walls feature exposed stone from the original oatmeal factory. The lounge is positioned in the oat processing space; a restaurant floor was poured one level above (on the level of the entrance and lobby).

Small silos form an interior wall for the hotel restaurant, called "Schumacher's." They are painted to resemble old-fashioned oatmeal cartons. Non-supportive cast iron pillars and rough wood beams from the original factory provide an effective focal point below the level of the exposed-structure ceiling.

Brass-trimmed wood tables and metal grating surrounding booth bases reinforce the industrial image. Painted rails with brass accents and bevelled-edge mirrors reflect a turn-of-the-century motif.

Ties to the past are evident in rail car reuse. Train cars are positioned in the galleria to house conference rooms and offices. Dining cars with stainless steel kitchen and bar equipment facilitate food preparation and service.

A brass-panel lobby ceiling effectively ties together the varied structure throughout. Ceiling appearance is accented by a brass-trimmed reservation desk. Opposite the desk hang large reproductions of past Quaker advertisements. Designs were hand-tinted in pastel shades. Additional ads and logos are reprinted on metal engraving plates to mark direction and indicate room numbers.

Decorative sculpture by noted local artist Don Drumm covers a semicircular canopy above the reservation



desk, and silo walls in the lobby and elevator bank. An industrial theme prevails in Drumm's three-dimensional designs. A cement formula molded over fiberglass and foam, then artistically etched, wraps 15 concave and convex silo sides.

Designs include blimp that signifies Akron's rubber industry; farm machinery recognizes the city's contributions to agriculture. One lobby silo houses only "gear" sculpture where many gears, several weighing 300 lbs., are mounted to walls. Some were retrieved from machinery found on the factory site before the hotel was developed.

Tan colorations in the sculpture mix effectively with entire project design. A rust and beige color palette works well in both upholstery and carpeting for Schumacher's where plants in brass cylinders brighten space in bay windows facing the galleria. Velour fabric was specified for chairs in the restaurant's dining area; vinyl upholstery is used for chairs and stools in an informal counter space.

Brown tones also prevail in the lower level lounge. Tables of iron grating, topped with glass, and custom-decorated circular tables provide a schematic industrial look that contrasts rust and tan upholstered chairs.

Cut silo walls and Haitian cotton panels shield the sunken lounge from light and full view in the lobby. Here, blue upholstery on custom seating adds brighter color. In one case, custom cushions were adapted for seating to a low stone wall remaining from the exposed foundation in the lounge. Wood and wrought iron benches provide additional galleria seating.

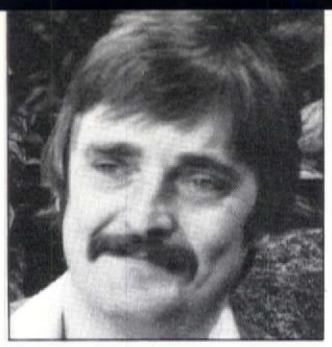
Transition to hotel rooms is made by using complementing colors of beige, brown, and blue in individual interiors. Insulating silos and constructing drywall allowed a durable wallcovering to be placed on inner walls. Burl-look laminate furniture was chosen for standard rooms and circular bedside tables accent the round, silo shape of each room. All guest rooms and hallways feature sprinklers; smoke detectors have been installed in both areas. □

SOURCES

Lobby: **Counter**—Gosnik Cabinet. **Seating and custom photo prints**—Babock & Schmid. **Ceiling**—Alcan. **Carpet**—Milliken. **Plants**—Interior Plant Specialists. ***Lounge:*** **Liquor lift**—Casablanca. **Bar and cocktail tables**—Babcock & Schmid. **Stools**—Falcon. **Seating**—Thayer Coggin Institutional. **Wallcovering**—Bay Street Products. **Carpet**—Milliken. ***Restaurant:*** **Chairs**—Charlotte Chair. **Upholstery**—Boris Kroll; David & Dash. **Booths**—Babcock & Schmid. **Carpet**—Milliken. **Lighting**—N.L. Lighting. **Tables, bases, and counter stools**—Falcon. **Fans**—Casablanca.

Architects—Curtis & Rasmussen.
Interior Design—Babcock & Schmid Associates.
Sculpture—Don Drumm.



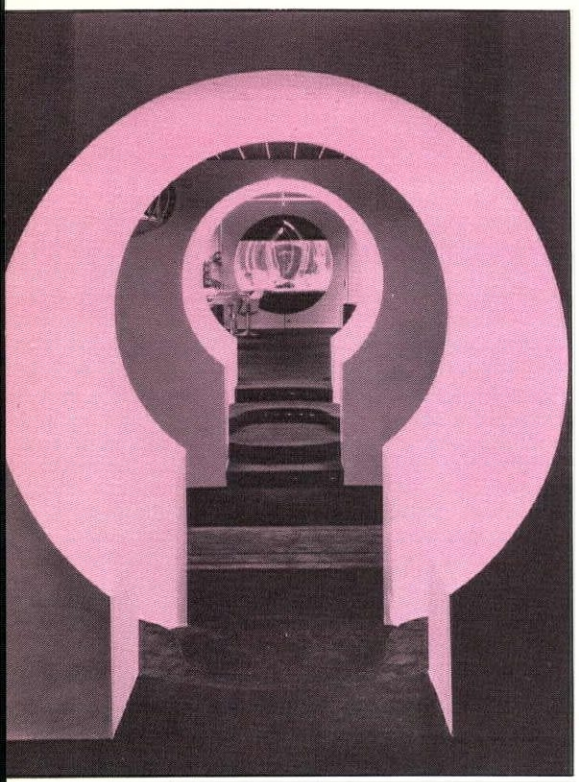




Quaker logo (opp. page, center) adds schematic nostalgia in lobby area. Roger Boltz (far left) was key designer on project. Sculptor Don Drumm provided innovative art. Schumacher's restaurant (below) combines industrial motifs in exposed ceiling, iron pillars, and metal grating surrounding booths.







Keyhole cutouts in "ice cubes" that flank central entry/cocktail lounge are fashioned of plaster. Each cube is artificially illuminated and includes a round, mirrored ceiling. Cubes, 9- by 11-ft., provide transition to higher levels on either side of the lounge.

Space-Age McDonald's Sends Arches Into Orbit

Miami Int'l. Airport facility offers more than hamburgers to world traveling clientele

Patrons of McDonald's at Miami International Airport get their "break today" in an environment of tomorrow. The fast food restaurant offers more than hamburgers to elite international travelers.

In space that floats atop the four-story international arrival/departure complex, visitors are greeted by futuristic motifs that reach beyond the chain's traditional golden arches into the universe itself.

Part of a satellite building connected to the airport's central facility by means of a monorail, this McDonald's has qualities of a space ship that defy earthly orientation. Six glass-enclosed floating "pods" and plaster "ice cubes" were designed to organize space, yet contribute to fluid transition between lounge, meeting room, dining area, and, yes, a bar concession operated by Marriott Corp.

Transparent materials—lucite and glass—are used in seating, tables, walls, and ceiling to achieve the effect of limitless, undefined space.

Patrons are featured players

Levels are terraced skyward from the central reception area to "play up" views of visitors. The ultimate effect is a feeling of a reverse amphitheater.

Explains project designer Larry Seitz, who co-ventured the installation with Robert Bradford Brown, "We wanted to make visitors the stars of our show. The faces, clothing, and movement of patrons are emphasized in this space. People-watching becomes key."

Thus, radiused pods, measuring 14- by 17-ft., are glass caves that offer acoustic privacy without visual obstruction of the social scene. Each pod is one step lower than the reception level and floats in space between the third and flourth floors, offering diners the opportunity of looking down to the U.S. customs area below. The pods are furnished with black glass cocktail tables and banquettes.

Functioning like the pods, plaster "ice cubes"—a term coined by the designers—also allow free visual communication between various levels. Each cube is fashioned with keyhole-carved openings in walls.

Says Seitz, "Craftsmanship in the plaster cubes is striking in its utter simplicity." Artificially illumined, the 9- by 11-ft. cubes have round, mirrored ceilings.

Subtle lighting, subdued effects

Illumination effects play a key role in the facility's master plan: to make the environment a showcase for patrons.

Above the entry lounge area, tiny, glimmering ceiling lights are on a chase, moving with background music. Reflections of these lights off abundant glass surfaces occurs everywhere. The chase lights are hidden behind black lucite cubes in the ceiling.

In addition to artificial light, natural light during the day filters through skylights in the glass pods. While in the glass-enclosed meeting room, flanking cubes are equipped with incandescent nighttime light, creating soft, warm hues throughout the space.

A pattern of light thus reflects down from the pods and cubes. Reflected and





In the cocktail lounge/reception area (above), visitors become stars in subdued atmosphere of dark coloration, reflective and transparent surfaces. Shaded lucite ceiling conceals chase lights that are keyed to music. "Ice cubes" and glass-walled "pods" flank the central corridor and reflect ceiling light.

Dining space (left) employs same treatments of dark background, offset by reflective materials, spots of highlighting color. Glass walls let room communicate visually with other areas of space.

Photos by Alexander Georges

MCDONALD'S

Lucite, glass float in space

repeated through many crystal surfaces, lighting patterns seem almost infinite.

Sparely used, color accents serve as highlights in the predominantly darkened space. Floorcoverings are charcoal or brown; the ceiling is black. But, purple/violet accents in seating are used as a surprising excitement—the undercurrent here.

Reflective surfaces offset the depth of dark colorations in the bar area. Here, the counterpoint to a black granite bar is a high-polished stainless steel glass rack.

All furnishings were specified to meet requirements of durability and easy maintenance in this facility's round-the-clock operation. An additional demand placed on the design and execution of the project was the multi-use criterion outlined from the start.

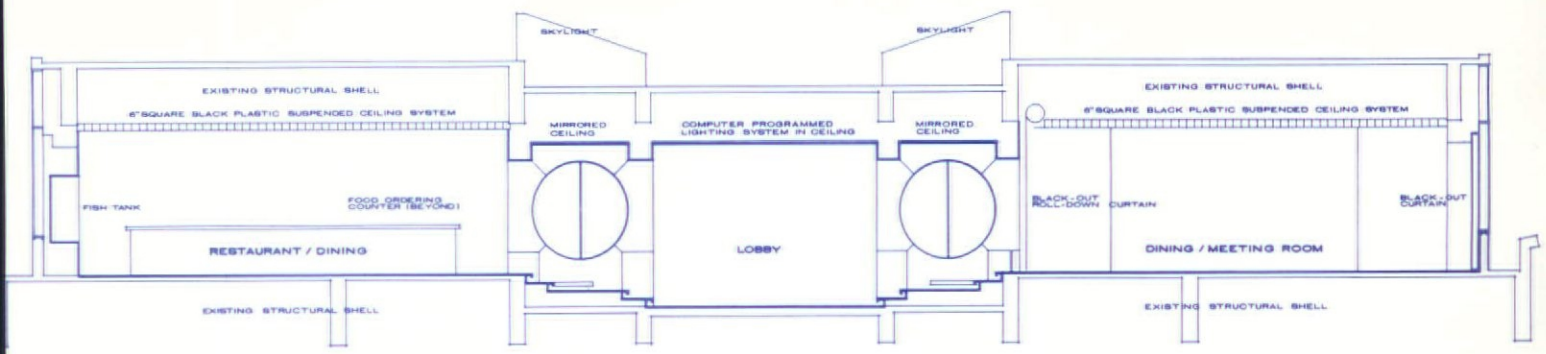
The restaurant had to be convertible for meetings or private parties. It was designed before the food and beverage contracts were completed so it had to allow for maximum flexibility in actual operation. □

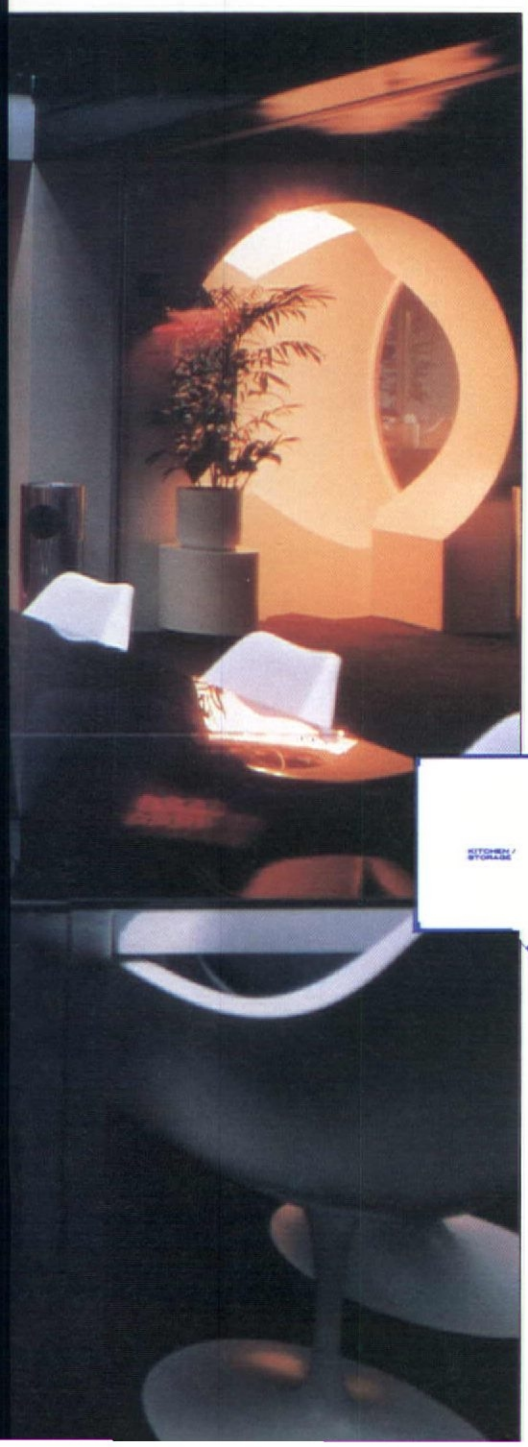
SOURCES

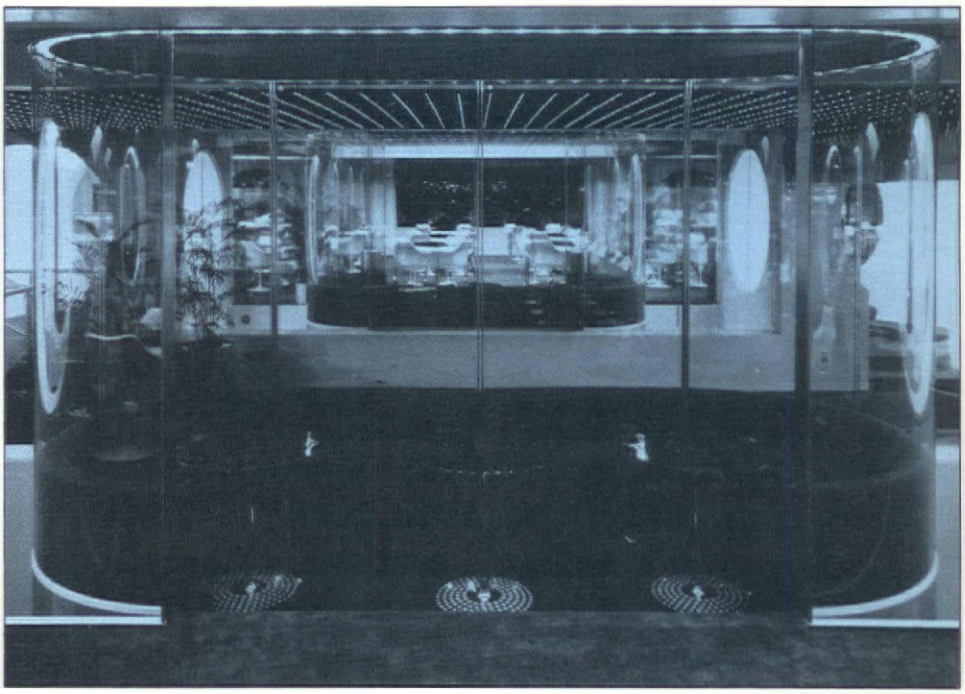
Seating—Knoll International, Pace, Shelby Williams, David Edward, Interior Crafts. **Tables**—Metal Dimensions, Pace, Buzan. **Upholstery, drapery, fabrication**—Boris Kroll, Paul Kaiser Assoc., Dolphin Draperies. **Carpeting**—Custom by Lorenzo Inc., Eurotex, Kemos Inc.

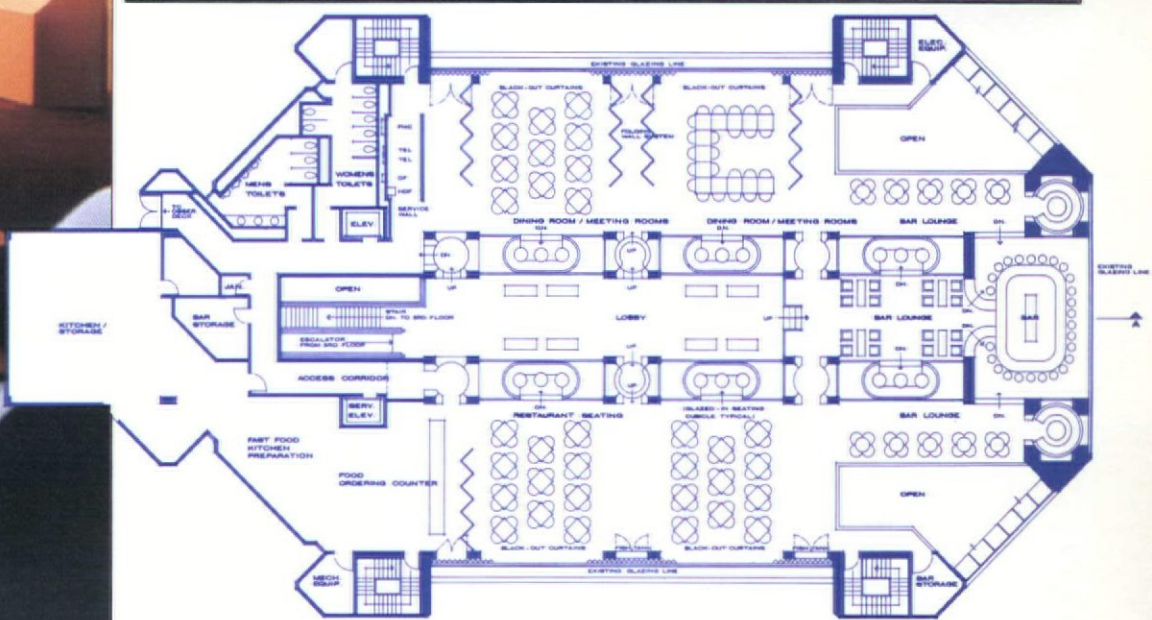
Interior Designers—Larry Seitz, Larry Seitz Assoc. Inc., Robert Bradford Browne AIA. **Lighting Consultant**—Howard Bramson.











Cutaway and ground plan (top and bottom) show how reception area, dining, meeting room and "ice cubes" relate in multi-levelled fashion. Meeting room (center) is enclosed by glass walls and illuminated cubes that feature incandescent nighttime light. Dark tones prevail with accenting highlights in white chair backs. Glass-enclosed pod (left) is furnished with banquettes and black-surface cocktail tables.

Hotels Making Super Effort To Heighten Safety, Reduce Liability

Effort requires sufficient budget, stronger arguments at client level

by **DIANE BOTNICK**
Security Editor

Lawsuits totalling $3 billion have been filed following the Kansas City Hyatt Regency hotel disaster in which design changes led to a walkway collapse, killing 113 and injuring 186 people last July.

Other national losses attributed to hotel safety/security failures include $154 million in fire-related damages for 1980, and $750 million in 1981 thefts of hotel property.

This three-ring circus of safety, security, and fire prevention considerations—topped by the potential for liability—could send any designer running in circles. Fortunately, hospitality design firms and hotels queried by CONTRACT have been doing their homework in these areas to reduce, and hopefully eliminate, dangerous vulnerabilities.

Some of their strategies are covered in this article and in the accompanying security checklist compiled with the assistance of authorities in the field.

SAFETY

Tom Dolan, director for safety and security for a major New York City hotel, says, "The designer is obligated to make the hotel aware of any hazards involved in the proposed design. He should also ask about the intended use of a facility. Take stairways, for example. Everyone wants them but they may be dangerous or impractical. It's up to the designer to point that out."



Building safety considerations are dictated largely by local codes. However, designers have to use some imagination and common sense in inventing ways to satisfy these requirements.

Employee safety is a particularly sticky problem in hotel kitchen and food service areas where conflicts arise over protection and sanitation measures. Controlling traffic flow, using abrasive material on floors, and isolating stoves and cutting machinery as much as possible are primary aims in these non-guest areas.

The kitchen is a key area requiring expert design guidance because hazards from food preparation machinery and supplies are great. According to Michael Arak, a partner with Henry End/Jeffrey Howard Associates, aggregate surface quarry tiles help reduce the risk of employee accidents, but there is no cure-all.

"Applying tile with abrasive material composition is helpful, but there always is the possibility of grease ending up on the floor," adds John Veelenturf, director of safety, Sheraton Corp. "We are trying to come up with other solutions such as the proper channeling of traffic in certain directions and the proper location of equipment.

"Maintenance areas for machinery, the butcher shop, and food processing have to be isolated from traffic as much as possible. We also install special matting on the floor in front of ranges."

Materials signal danger, prevent accidents

Guest safety, on the other hand, can require the use of contrasting lighting, color, fabric, and texture to warn people about potential hazards, such as changes in elevation.

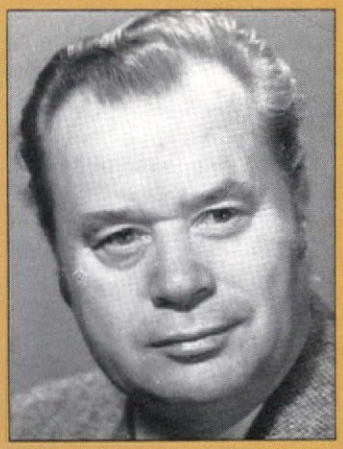
To alert guests to changes in floor levels when the lights were dimmed or off, the designers of the 750-seat supper club, Sheraton Bal Harbour, Fla., put in a light corner mold that glows when it's dark. "We also try to change the surface, from tile to carpet for example, and identify the edge of a step with a light color, metal or chrome," points out Mary MacDonald, Creative Environs/Lynn Wilson Associates, project designers.

Other guest safety precautions used in structure can involve more than simply color or materials. For example, permanently installed carpet presents the least risk to guests, while handrails and step lights are effective in areas where tripping can be a problem.

Summing up safety issue concerns, one hotel designer notes, "Anybody can sue anybody nowadays. Designers are probably third or fourth on the list as potential defendants in any damage case. But, because they want a continuing relationship with clients, designers strive for close cooperation on safety and fire prevention matters."

FIRE

Indeed, fire prevention ranks high on the list of hotel design priorities. In 1980, the 11,500 hotel and motel fires reported to the National Fire Prevention Association (NFPA) contributed .4 percent of the total fires that year, but accounted for 2.5 percent of the deaths and 2.5 percent of total dollar losses through fire.



If they are explored in the initial design stage, most design features are less expensive to implement... Foresight in fabric selection is critical in view of recent hotel fire tragedies,' says John Veelenturf, director of safety. Sheraton Corp.

A post mortem by the NFPA on the recent spate of hotel fires states, "Many cases involved fire spread over combustible interior finish materials (including carpeting on walls and ceiling, furnishings, and drapes). Most of the hotels contained large, undivided vertical and horizontal spaces which increased chances of rapid spread of smoke and flame. Open stairways also figured prominently."

To combat this problem, designers and safety specialists stress the importance of compartmentation with fire doors so fires can't spread; protected exits that allow people inside to get out, but not vice versa; and, early warning and detection sprinkler systems which can minimize the damage and danger from fires.

All three considerations figured heavily in Creative Environs/Lynn Wilson Associates plans to renovate the Sheraton Bal Harbour supper club. The area needed to be upgraded to meet stricter fire code regulations and to build in more safety features because of low light levels during performances.

To incorporate design features that met these contingencies, project planners first made sure that there was ample allowance in the budget—a cushion they require to cover unforeseen problems in renovation.

Get advance clearance on materials

"We also try to get all approvals on materials in advance to avoid design changes," notes Lynn Wilson, firm partner. "Samples of what we used in the project were sent to Boston (Sheraton's and NFPA's headquarters) to be tested.

"We weren't permitted to use the usual upholstered wall treatment in the club because of the fire hazard," the designer recalls. "Instead, we had to use theater fabric—heavy acoustical material that is fire-treated and will only singe and melt during a fire. It looks like textured velvet."

MacDonald adds, "Where we would normally have had a foam core that's cut in a half-round for a vertical surface, we had to mold the shape with chicken wire and plaster, forming it in a construction manner and gluing the wall material to it."

Wilson continues, "With thousands of people going through the supper club, and the safety concerns, we often had to use resources not usually thought of in our industry—non-institutional resources which the manufacturers were willing to adapt for us."

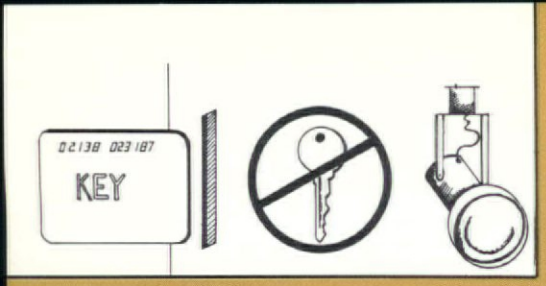
The 13-year-old firm also took a fresh look at old designs when structural changes were made and materials had to be altered to meet more stringent fire ratings. MacDonald reports, "A new ceiling was put in a ballroom we were ren-

Experts compile 20 tips for hotel security

Hotel designers, security, and safety directors, and the American Hotel and Motel Association (AH&MA) provided CONTRACT with 20 pointers that make up the following security checklist for hotel design. The lodging industry requests they be read with this qualifier—"The information is not to be construed as a recommendation of any products or procedures, and AH&MA disclaims any liability, as does Radisson Hotel Corp., with respect to these materials. Neither...(of the above) sets industry standards or makes recommendations binding on members of the hospitality industry."

Hotel Remodeling, New Construction Checklist for Security Needs:

1. **Chain locks** and **peepholes** in all guest room doors.
2. "Hotel-function" **hardware**—mortise lock with deadbolt turn screw—on all guest rooms.
3. **Second lock**—chain pin, or charlie bar—on all patio doors.
4. Front desk slot for **return of keys** with sign at cashier's area requesting guests to return keys at time of check-out.
5. **Metal doors** with metal frames—no vents on windows—to protect all food and beverage storage areas.
6. **Alarm-equipped exit doors** off fire stairwells that lead directly to outside.
7. **Elevators** located for visibility from front desk, not in remote areas.
8. Room floor linen chutes have **self-locking** hardware.
9. Controller's and **cashier's area** removed from traffic flow when possible and equipped with heavy metal door with heavy glass window and buzzer release on latch.
10. **House phones** placed where they can be observed by front desk personnel.
11. Tenant spaces (boutiques, shops) given different type of **key system** from rest of hotel.
12. **Programmed elevators** which must open at lobby; express to top floor for public access to restaurant, bar, disco.
13. Straight, flat, and well-lighted **corridors:** intruders can't flatten themselves against recessed doors and hide; minimal use of multi-stemmed (E-shape) hall layouts.
14. **Facilities open to public** grouped together at top and bottom levels only.
15. **No immediate access** to hotel from garage; car should go through control area where attendant takes car, thus guest never gets into garage.
16. **Safety boxes** in guest rooms anchored to floor.
17. Employees' **entrance monitored;** separate areas for storing staff packages, and open, airy changing room with lockers for clothes and uniforms.
18. **Sliding windows** with opening—4½ to 6 in.—restricted by bar welded into tracks.
19. **Glass elevators:** good deterrent because of visibility.
20. Public entrances and hotel desks placed to allow **monitoring by staff** or closed circuit television cameras.



HOTEL SAFETY

Foresight in planning required

ovating and the heat from the light was so bad that its proximity to any fabric or wood was a fire hazard.

"What we did was replace the 20-ft. draped partitions with molded structures, and convert the fluorescent lighting from long tubes to round, screw-in bulbs."

To assure that optimum safety standards are met, Henry End/Jeffrey Associates works closely with engineers on special sprinkler systems. "Most hotel owners are aware of safety and security problems, so that's discussed at the outset," explains Michael Arak, firm partner.

If they are explored in the initial design stage, most design features are less expensive to implement. Says John Veelenturf, safety director, Sheraton, "If you're planning an atrium, you'll need extensive sprinkler protection to compensate for the increased danger to the floors above it. Early detection and a good communications system are also very important in a high-rise structure, or, people will panic."

Foresight in fabric selection is particularly critical in view of recent hotel fire tragedies. Veelenturf explains, "When drapery burns, it can break windows. Because of the heat, windows pop open and the flames leap up to the next floor. That happens to have been the scenario with the MGM Grand and Hilton hotel fires.

"For that reason, it is important that vertical and horizontal separations be kept clear of utility lines and air ducts. The openings where they penetrate have to be closed off with fire resistant materials."

SECURITY

With the American Hotel and Motel Association (AH&MA) reporting an estimated $1 billion in both guest and hotel losses for 1981 (of which $750 million is in hotel property losses, including televisions, furniture, linens and towels), security factors in design are of equal importance with fire and safety precautions in new hotel construction.

The basic security tools that most experts note are:

- adequate hardware (locks, chain locks, deadbolts, charlie bars, peepholes);
- electronic key card systems for guest rooms, visibility of entrances, exits, and elevators;
- placement of rooms restricting public activities to top and bottom floors;
- and minimal use of multi-stemmed layouts and recessed doors which can allow hiding by intruders.

Yet, these creative solutions to design security sometimes hit roadblocks due to the nature of the hotel itself. Speaking about security considerations, Michael Arak notes, "It's almost impossible to screen out undesirables because there has to be access to every floor by the general public.

"In a casino hotel in Atlantic City, you could have guards walking every floor but elsewhere that would be a negative aspect. It's the nature of the beast."

Arak adds that although he assists in selecting door hardware for guest rooms, most details of the security system are dictated to him by owners and their security consultants.

Recently, these specifications have been dictated to the lodging industry by the courts. According to Ray Ellis, director of operations service for the AH&MA, "Hotels and motels are 'on notice' through the courts in Florida, Texas, and Wisconsin that key-in-the-knob locks and a lack of deadbolt locking capability increase the property's security liability."

Some of the things design firms can initiate are a monitor area for television and staff which is placed near the front desk, and the practice of "designing out" all situations which might require a warning sign.

Another safety precaution that can reduce later costs and potential damage is pre-wiring the hotel for an alarm system and installing coaxial cable for a closed circuit television system—even if owners don't intend to install such equipment right away.

Pat Sweeney, corporate security director, Radisson Hotel Corp., notes, "After construction, wiring installation is 10 times the cost of what it would be before." The same holds true for retrofitting a hotel with electronic card systems, a measure preferably determined in the design stage.

Program elevators as precaution

Sweeney also cites the security benefits of programmable elevators—a precaution which, when considered at a project's inception can also save a great deal of money.

Sweeney explains, "If there's a lot of activity on the mezzanine, elevators can be programmed so that they cannot continue up. They must go to the lobby again where the doors will open. By this means, intruders cannot conceal themselves for long. You can also lock off one of the elevators to limit access to a top floor disco or restaurant."

If diplomatic or executive protection is required, entire floors can be closed off to the public and elevators appropriately programmed.

In addition to these concerns, one final trouble spot is the cashier and safety deposit box area. Hotel security specialists interviewed by CONTRACT believe that cash should not be in a remote location where thieves can approach boxes unnoticed. These executives did differ over specific methods of protection—ranging from the use of polycarbons in bullet proofing cashier windows (similar to those in a bank)—to placing both functions behind the front desk, facilitating observation.

Designer Lynn Wilson, Creative Environs, feels a small room safe offers extra security and convenience in protecting guests from petty theft by temporary help. "The European hotels have a lockable drawer which is a more conscientious security tactic," she says.

Carleton Varney, president, Dorothy Draper & Co., prefers an Old World approach to all aspects of hotel security design. He says, "Hotels have been cutting down on their labor force, on personnel, and service, making it necessary for us to create compensation in the form of new equipment."

But, Varney dislikes the trend toward electronic key card systems because people can be locked in or out of rooms in the event of power failure. He notes that his firm pioneered the use of peepholes in room doors.

Tom Dolan, New York City hotel security director, describes the situation this way: "Designers have to know how to make the guest feel comfortable, yet design the building so that conveniences do not imperil him." □

SOUND LEVEL AFFECTS PERCEPTION OF COLOR

Restaurant lighting has profound effect on patron comfort, profitability, and employee morale.

by **RICHARD HOPKINS**

Sound effects can increase a diner's perception of color. As a result, the normal activity of a restaurant setting will often stimulate greater color perception.

This can be either good or bad. Combined bright daylight and sound could assault a patron's mind with a barrage of tension-producing stimuli. Whereas, in the evening, the sound waves from service activity could appear to warm up colors in the room—an advantage, since colors are usually perceived as being duller in reduced evening lighting levels.

However, the efficiency of the rods of the retina that allow us to see pure black and white under dim lighting conditions are *reduced* by the stimulation of sound waves. Consequently, patrons may experience greater difficulty in reading the black-and-white print on menus, wine lists, charge slips, or guest checks.

While the quiet room may have appeared to have been well lighted to the manager setting light levels early in the evening, the menu will become harder to read as sound in the dining room increases with the arrival of more guests.

The irony is that when people are

Richard Hopkins is operator of Richard Hopkins & Associates, Chevy Chase, Md., restaurant planning and consulting firm. Providing complete design, development, and management services for the entire range of commercial foodservice, Hopkins brings a scientific approach to the art of food service facility design. He is the author of Tools of the Trade *and has given seminars on "The Mechanics of the Restaurant Business." This is the first in a series of articles by him on lighting design.*

Cartoons by Richard Zoehrer



High sound levels alter perceptions of color.

Systems control creates ambience



Poor lighting slows menu reading, bill checking, and seating of waiting guests.

waiting to be seated and the restaurant wishes to turn tables faster, patrons require more time to make a selection or figure out the check due to unbalanced light levels.

Ability to control light, one of the growing number of factors that influence restaurant success or failure, is a new frontier for the restaurateur. Control of light can work to the economic advantage of the enlightened restaurant operator. This is true not only with how patrons react to light, but how employees react, as well.

Since we live in a world where well over 80 percent of our impressions are visual, rapid hand and eye coordination become essential elements of any business. In food preparation, service, and cash handling,—to name only a few—failure to see accurately and quickly sends distorted signals to the brain, resulting in errors and delays. Productivity is then seriously affected.

Consider why people go to restaurants. While the obvious answer is primarily to eat, the quality of the physical and mental environment is also a prime consideration. Often, the difference between eating and dining is dependent upon the ambience of the restaurant. Ambience encompasses the total concept of both conscious and unconscious experiences.

Diners want to be taken care of, their food delivered promptly, and their nerves soothed after a grinding day in the business world. Properly directed lighting can help dissolve negative feelings and tensions. Furthermore, it can cloak guests in a blanket of pleasant experience that has been designed by the restaurateur to fit into a positive dining experience.

When properly executed, this experience results in a satisfied customer, one who is pleased to be relaxed.

Control is fundamental

To create consistently positive experiences, the watchword is control of lighting. Where the light goes, what its true color will be, what effects it will have on guests and employees, as well as the total overall appearance of the restaurant interior are functions of control. Lighting management must take precedence in the lighting system to be effective and creative. And, it must be coupled with control of the cost required to achieve desired effects as well.

Starts with human eye

Control starts with the human eye, which is strong and can adapt to any lighting conditions. However, although the eye can see, the eye may not be working in the most efficient way. In order to establish light levels that can assist the eye in seeing more efficiently, five factors must be considered. They are: time, size, contrast, brightness, and sound. Here is how these factors effect lighting efficiency:

TIME

The level of light, as well as its tone, affects human perception of time. Waiting to be served, or to receive a check, can be a very tense experience

for customers in a hurry. The level of customer comfort in the evironment will determine whether the customer loses his temper or leaves a big tip.

The amount of time it takes to read a menu under poor lighting conditions could take up too much prime time during lunch or dinner rush, and create unnecessary slow turnover. Or, if a customer is rushed into making a selection, he or she may not have had time to read the entire menu, possibly missing higher profit items. In certain circumstances, the diner may get only a partial impression of selection and prices.

SIZE

Light also affects space perception. Proper lighting can make a small room seem expansive and a large room feel cozy. In a darkened room, people seated three feet apart feel much closer together than in a lighter room. As for the menu, the size of the print has a direct relationship to the ability of the eye to see efficiently at various light levels. Small print in a dark room makes for sore eyes, so operators should either hand out flashlights with the menus or save the fine print for contracts!

CONTRAST

The perceived difference between details of an object and its background is referred to as contrast. Spot lighting, which shines directly on a specific area, offers high contrast. Contrast between a coffee stain and a brown rug is low. Good contrast between the color of paper and ink on a menu can make the menu easier to read at many light levels.

BRIGHTNESS

Brightness is the amount of light the eye sees on an object's surface. This is the last controllable element of lighting, as time, size, contrast, and sound often are fixed before anyone considers evaluating the acceptability of light levels. Putting more brightness (light) on an object will improve its visibility despite small size, poor contrast, or shortness of time allotted in which to see it.

Glare is a big problem in poorly-designed lighting systems. To reduce glare, one can either eliminate the reflected light by reducing the reflectance of the surface, moving the light out of the direct line of vision, or building up a balanced intensity of brightness that absorbs and distributes the glare. For example, if the windows of the restaurant (perimeter lighting) reflect light (glare) back into the eyes of the customer, shades should be drawn in the windows to reduce reflectance. This will move the light perpendicular to the customer. Or the overall lighting level in the room should be increased to build a balanced intensity, which could be reduced as the sun sets. □



If light is poor, issue flashlights!

Regis Club Gives Cosmopolitan Twist To Down-Home Hospitality





The private elegance of a metropolitan club has found its way to a suburban Chicago setting.

The Regis Club in Lombard, Ill. combines the charm and distinction of a downtown facility for corporate executives in nearby Oak Brook. These businessmen are offered an accessible, cosmopolitan milieu in which to entertain colleagues over lunch or dinner.

In 12,000 sq. ft., The Regis Club is designed to accommodate formal and informal meetings. Several conversation nooks complement dining rooms, lounge, multi-levelled cafe, conference space, and a reception area that has the intimacy of a drawing room. In addition, plans exist for future expansion into a 200-seat banquet facility. A complete scheme of interior architectural work and kitchen planning came with the package prepared by Hartman & Associates Inc., in collaboration with Ehler's Interiors. The design firms were responsible for achieving a relaxed ambience through woodwork, mirror, and brass fabrication that creates a decidedly private atmosphere.

Rooms ring facility

A corridor that encircles main hospitality rooms is rimmed by auxiliary kitchens, service, and conference spaces. It is entered from a drawing room-style reception area that promotes a homelike feeling. Antique writing desk, fireplace, arm chairs, and cocktail/coffee service welcome visitors at the door.

"We consider that this type of entry would serve as a welcome mat for businessmen and spouses alike. It personalizes the club experience," says Lynn Davis of Hartman & Associates.

The reception room sets the prevailing rich tone of the club. Plush texture in wood, brass, marble, and mirror is employed in an eclectic blend of traditional and contemporary styling. All woodwork in this room (and throughout the club) is solid mahogany, crafted and finished under the designers' direction.

For guests seeking formal dining, a separate, interior entry is signalled by a custom-fabricated, private concierge station. The station stands in its own foyer area at the Regis Room entrance.

Colors of the Regis Room are beige, neutral tones used in a monochromatic scheme that is further subdued by soft, indirect illumination—a treatment used throughout the facility.

Decorated with a spoked-beam ceiling that includes tent-like fabric fluting, the Regis Room is in an octagon shape. Seating and decor are traditional in Louis XVI styling and velvet upholstery. At the rear of the room, French doors lead to separate, private dining areas that accommodate eight to 20 people.

Reproduction torchiere lamps in this room, and chandeliers used elsewhere

Members indulge their big-city tastes in suburban locale, corporate clients get special treatment

Formal dining in the Regis Room (opp. page) is given an elegant context by means of mahogany custom woodwork, ceiling fabric treatments. Seating is velvet, in beige neutral tones that complement wall and floorcoverings.
Reception area (top) is designed to look like a drawing room. Here, visitors are greeted with coffee or cocktails.

REGIS CLUB

Atmosphere of understated elegance

in the facility, are supplied by Antiques Limited. Occasionally, genuine period furnishings are employed.

Wine room links dining

The Regis Room is separated from the less formal Club Room by means of a glass-walled storage area that holds 1,800 bottles of vintage wines. It features channel-sculptured mahogany along rear walls and in booths. Rattan furnishings and burgundy-colored silk wallcoverings contribute to an atmosphere of understated elegance. A raised, glass and mirror ceiling creates a modified "atrium" effect adorned with antique chandeliers from Germany.

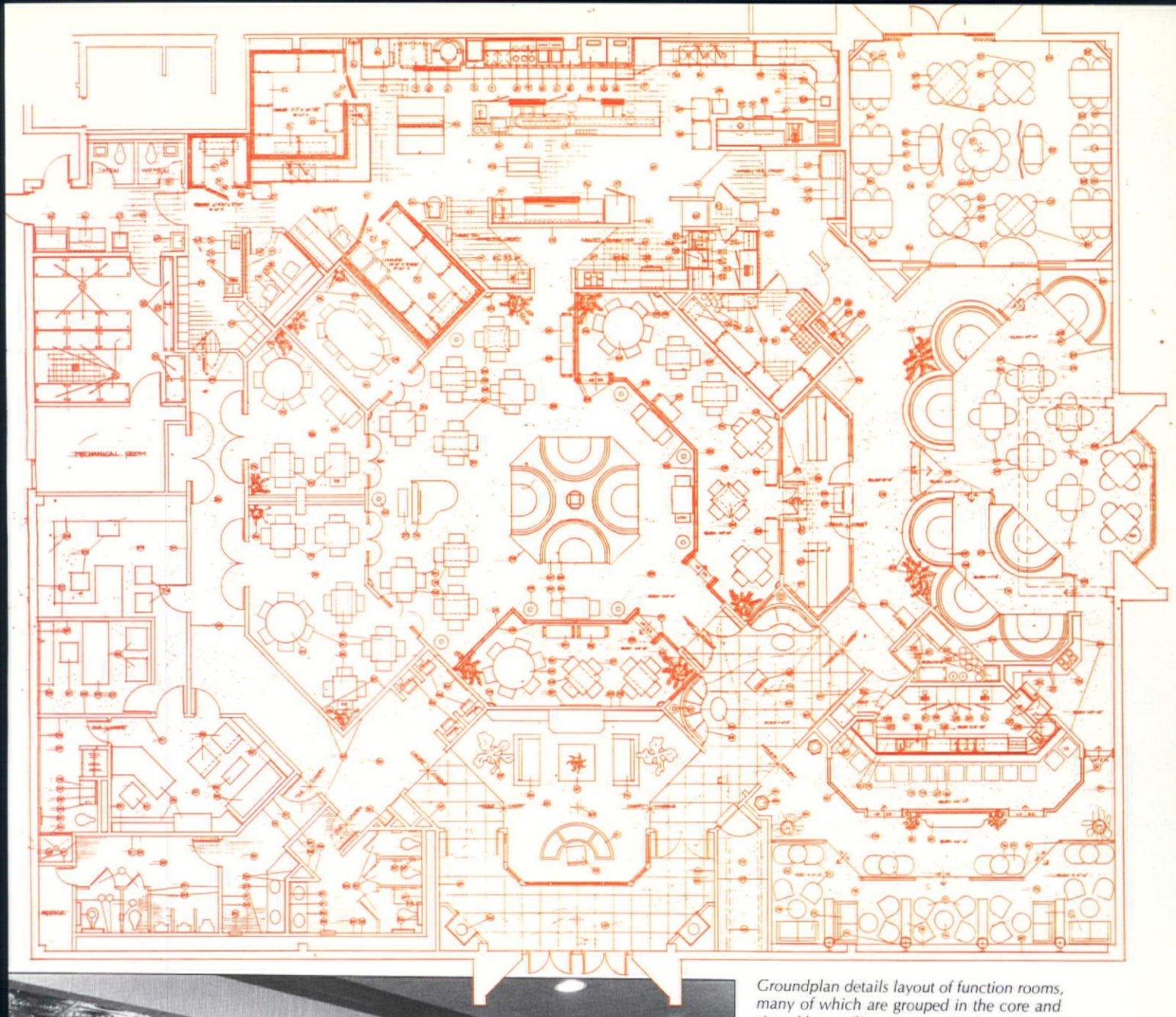
Regis occupies an area originally intended as retail selling space at the end of an enclosed mall. Initial flooring was laid on a pylon grid system, necessitating plumbing and mechanical changes to convert the space for present operations. □

SOURCES

Carpeting–*Durkin Carpeting.* **Lighting**–*Antiques Limited.* **Tented ceiling**—*Beverly North Draperies.* **Custom woodwork**—*Trzebny Bros.* **Seating, tables**–*Shelby Williams, Casa Bique.* **Sofas**–*Jack Ayers & Assoc.* **Wallcovering**–*MDC.* **Table service**–*Royal Doulton.*

Club Room (below) has channel-sculptured mahogany booths. Offering informal dining, it is furnished with rattan seating and has a raised glass and mirror ceiling (not shown) that creates an atrium effect.





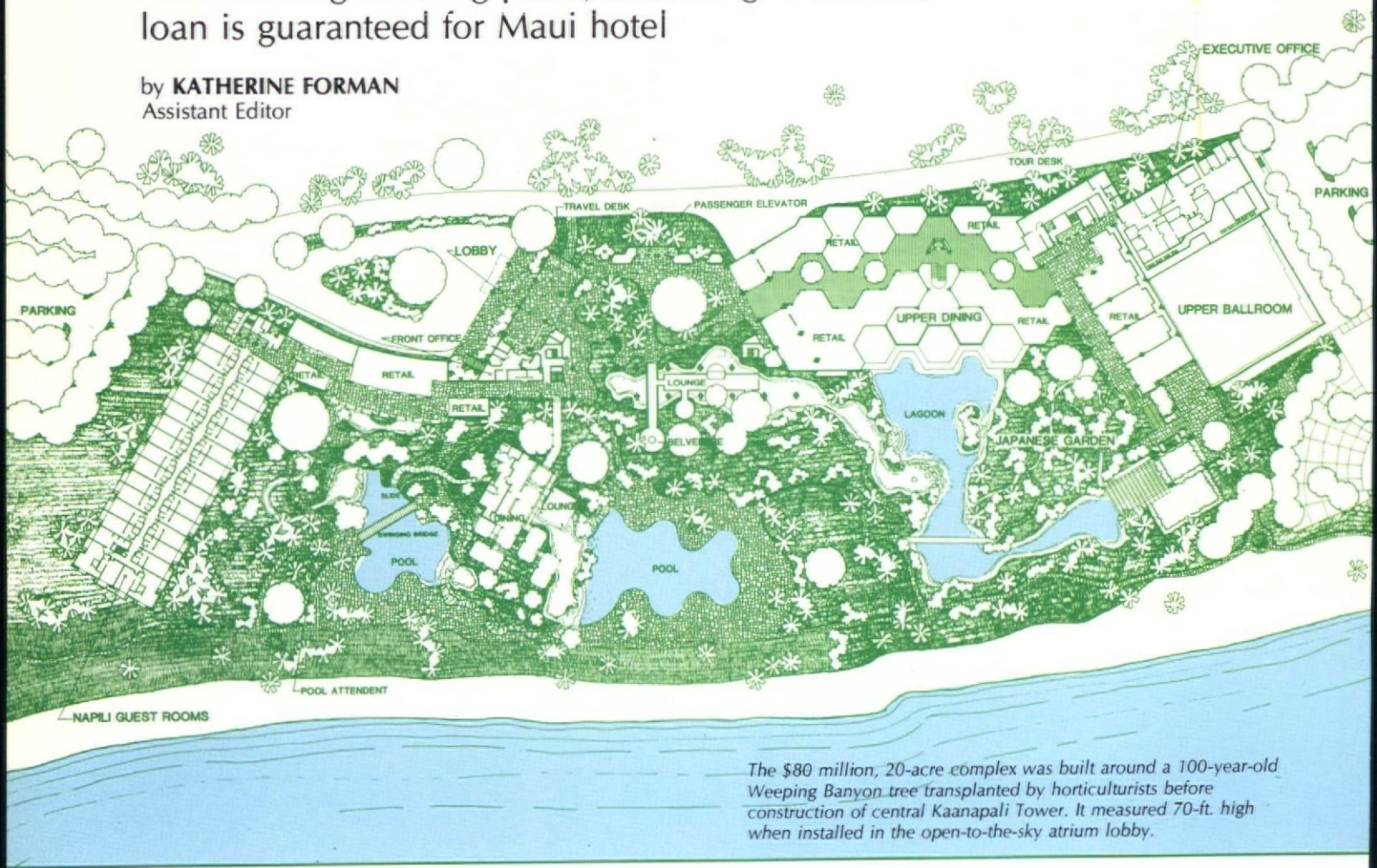


Groundplan details layout of function rooms, many of which are grouped in the core and ringed by auxiliary services, kitchens. Several conversation nooks and informal settings provide an environment for relaxed business meetings. Bar, called "The Tavern," (left) carries out theme of comfortable elegance in the club.

Project Spans $3 Million Budget Gap; Flexible Planning Paves Way

After revising building plans, extending amenities, loan is guaranteed for Maui hotel

by **KATHERINE FORMAN**
Assistant Editor



The $80 million, 20-acre complex was built around a 100-year-old Weeping Banyon tree transplanted by horticulturists before construction of central Kaanapali Tower. It measured 70-ft. high when installed in the open-to-the-sky atrium lobby.

Photos by David Franzen



A $3 million gap between "turn key" costs and available funds is a big hurdle when a 700-room, 20-acre resort hotel is at stake. At the Hyatt Regency Maui, developer and architects overcame this problem thanks to fast-tracking and flexible design strategies.

To enhance the hotel's profit picture and secure a $3 million loan, architects revised designs, adding 115 more revenue-generating rooms, a fifth dining facility, and 4,000 sq. ft. of additional retail space to original plans. Bidders were then asked to rework their estimates based on new building designs. Both the revenue-generating expansion and fast-track

Overview of complex shows range of amenities offered by the hotel. Hawaiian environmental guidelines require that construction must preserve the native temperament of the island, and architects made every effort to meet these requirements. Situated throughout the landscape are lagoons and grottos that provide homes for swans, penguins, and fish; seven waterfalls; a mile-long network of streams; and a one-acre swimming pool with a 130-ft. waterslide made from natural and man-made lava.



Swan Court restaurant opens to views of breathtaking, native landscapes. Tropical birds and fish swim in an adjacent lagoon. Waterfalls and oriental gardens flank the area. Interior design complements this motif through use of indigenous foliage and seating reminiscent of Japanese folding stools. Natural light warms interior while accenting crispness of clean, white walls.

HYATT REGENCY MAUI

Milestone dates insure fixed opening

construction landed financing that bridged the budget gap and the project was completed on time.

Careful planning preserves quality

Today, the Hyatt Regency Maui's three mid-rise buildings house 815 rooms, seven dining and bar facilities, 19 stores, and a museum-quality art collection valued at more than $2 million.

Situated on 18.5 acres of beachfront property, the $80 million complex overlooks a luxurious, Hawaiian landscape of natural and man-made gardens; a mile-long network of streams, lagoons, and grottos; seven waterfalls; and a one-acre swimming pool complete with a 130-ft. waterslide made from natural and artificial lava.

Creating this oasis was no easy task, considering that the budget gap was discovered after initial building plans were complete. Although Hawaiian environmental guidelines require a waiting period of several months between submission of plans and project approval, developer Chris Hemmeter had given architects an early go-ahead. Thus fast design services nullified effects of 10 percent inflation rates, inevitable in a prolonged design process.

Originally, joint project architects Lawton & Umemura and Wimberly, Whisenand, Allison, Tong & Goo (WWAT&G) specified a complex comprised of 700 rooms at an average daily rate of $65. Other essential elements included dining and cocktail facilities; an expansive executive conference area; recreational amenities such as water sports, health club, and tennis courts; and a 36-hole golf course immediately adjacent to the site. Also necessary would be exotic tropical landscaping, high-quality finish materials, and an impressive art collection.

Guest rooms overlook the ocean, resort landscaping, or the Royal Kaanapali golf course and mountains. All feature warm, earth tone color schemes as a foil for bright sunlight brought in by long Hawaiian days.



When these initial plans were complete, a contract was established on a cost-plus, fixed-fee, guaranteed maximum basis. At the same time, the $3 million budget gap was discovered.

Says George Whisenand, WWAT&G senior project architect, "Experience indicated that if the overage is 10 percent or less, a project can proceed after a determined value engineering study is made. Unfortunately, this inevitably results in the sacrifice of those amenities and luxuries Hemmeter considered essential to successful competition with other island properties."

Instead, Hemmeter asked architects to revise plans that would incorporate extended hotel services, thereby justifying a room rate increase. New bids were presented by contractors and a new economic projection was prepared based on conservative estimates of increased income. Lenders were satisfied with the new "real" figures, extended the $3 million loan, and construction began immediately.

Close liaison between developer, architects, and contractor brought the project in on time. Milestone dates were set for each phase of construction assuring that every hotel component would be ready in time for installation of furnishings.

Initiation of a complete marketing strategy a year in advance assured maximum possible occupancy during the first year of operation. In fact, 50 percent of the hotel was booked by the third day after opening. □

Hotel meeting facilities (below) are comprised of 25,000 sq. ft. of banquet and convention space. Grand Ballroom features fully-grown monkey-pod trees and tropical plantscaping. Glass walls open to the ocean; domed skylights bring in natural light. Ballroom can seat up to 3,300 at receptions.



SOURCES

Guest room sofa—Jonas Mfg. **Sofa upholstery**—D.M. Fabrics. **Accent pillows**—Jack Lenor Larsen. **Coffee table**—Casa Bisque. **Area carpet**—Tai Ping. **Patio furniture**—Continental Metal. **Guest room lounge chairs, restaurant chairs and tables, outdoor furniture**—TropiCal. **Restaurant carpet**—Feltex of New Zealand.

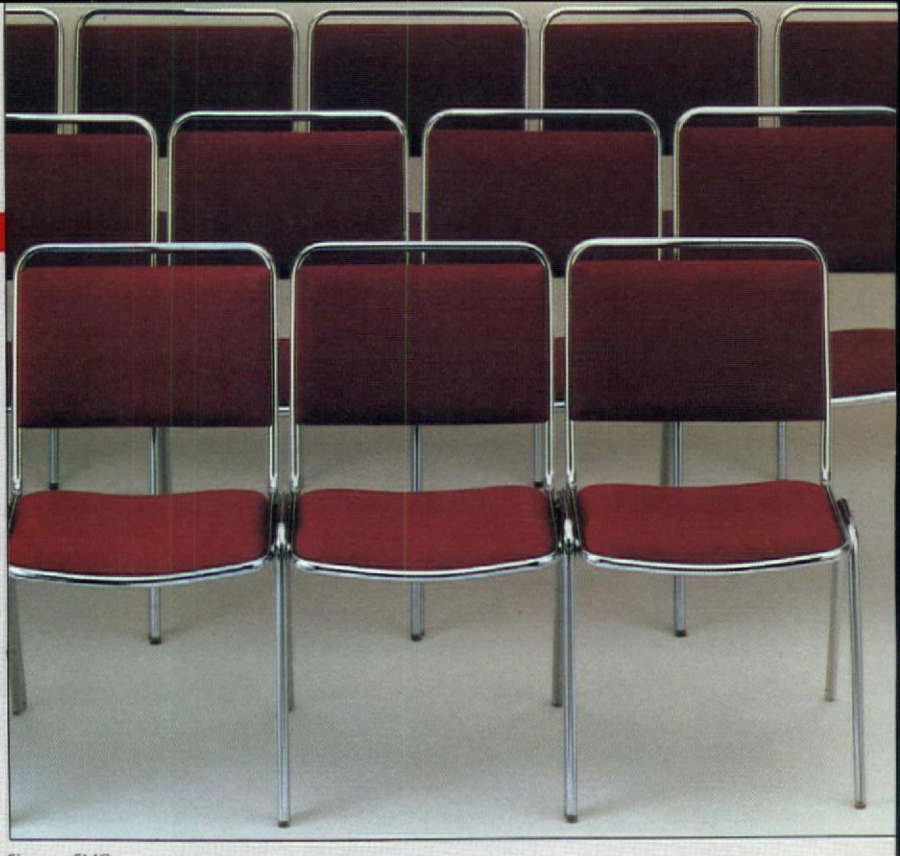
Interior designer—Hirsch/Bedner & Assoc.; Harry Stoff Interiors. **Landscape architects**—Tongg Assoc., Inc., **General contractor**—Hawaiian Drudging & Construction Co. **Structural Consultants**—Dimitrios Brakatos Assoc. Ltd. **Mirrorwork**—Granger Pacific. **Marblework**—Steve Radack. **Glasswork**—Russell Studios.

Throughout the site, planners specified that guests have maximum access to visual pleasures offered by Hawaiian plant and animal life. Tables and wicker chairs set within a fish pond (above) achieve this objective. Public spaces are consistently left open to the exterior in order to incorporate climate and landscape into heavily-plantscaped interiors.





Procaccino



Fixtures FMC

WOOD GAINS IMPORTANCE

Procaccino—New table series is available in two thicknesses: 16- and 36-ply Finland birch. Finishes can be of plastic laminate, as shown, or natural. Fully-radiused bullnose edging exposes natural wood highlights. Tables can also be designed in oak or walnut. **Circle No. 282.**

Kisabeth—Ronnie Brahms designed #R-100 pull-up chair with poly/dacron cushioning that meets UFAC standards. Chair is available in any COM fabric. **Circle No. 260.**

Fixtures FMC—Luna 3000 stack chair has unique leg-over-leg gang that allows quick set-up for uniform rows. Ganging mechanism has no protrusions to conflict with other furniture when used with banquet tables. Chairs stack 16 high and feature hidden hardware. **Circle No. 321.**

SMC Furniture—Sun Valley hotel room group is available in a choice of two oak finishes. Part of firm's International Lodging collection, it coordinates with a complete range of in-stock components. **Circle No. 266.**

Virco—Mandalay seating, designed for restaurant installations, is handwoven over a steel frame in both open and closed weaves. Hooded casters provide mobility and protect rattan. Thickly-padded seat and tufted back cushions are offered in a selection of upholstery colors. **Circle No. 252.**

Jack Lenor Larsen—Newly-released loom chair is made from fiber-cord twisted around a steel wire. Smooth, uniform strands form a cloth similar to reed which is then molded to desired shape and stretched over a bentwood frame. Chair is lightly-scaled and is offered in a variety of fabrics. Knife-edge cushion in any Larsen fabric is standard. **Circle No. 273.**

Curtis—CANSTAC chairs are light and easy to handle, yet meet ANSI durability requirements. Fire retardant foam and fabrics are standard. **Circle No. 247.**

Feldman Lighting—Designer John Caldwell's new fixture series is of oiled bronze with polished brass highlights and matching

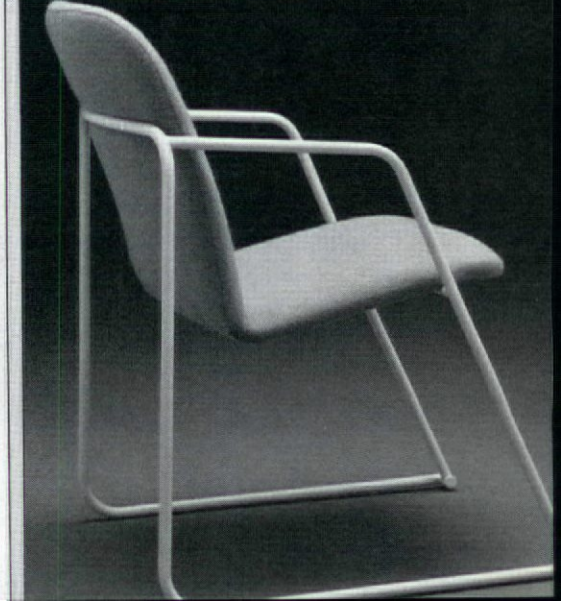
Virco



Larsen

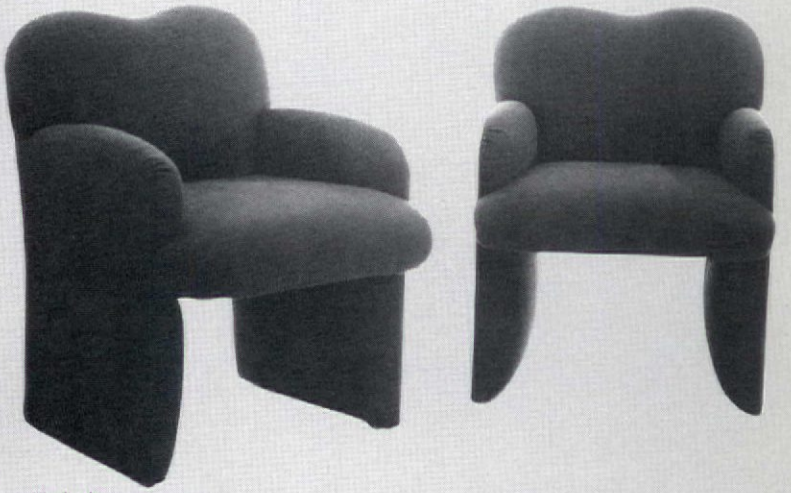


Curtis





SMC Furniture



Kisabeth

IN HOSPITALITY MARKET

solar-bronze glass panels. Collection is also offered in oiled bronze and oak. **Circle No. 259.**

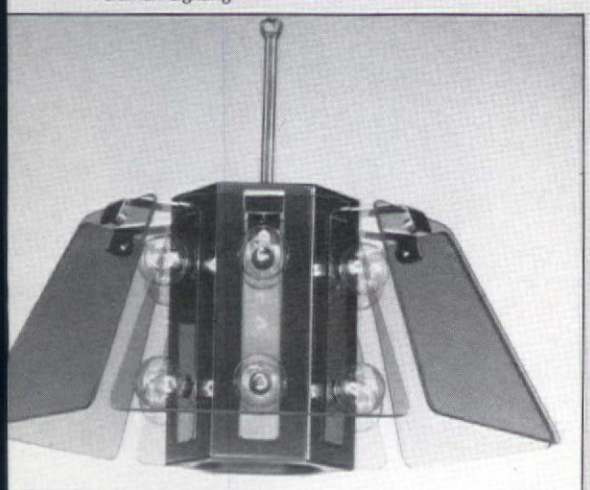
Cramer—All-metal seat pans help make firm's stack chairs highly-resistant to breakage. Padded upholstery adds comfort. A range of colors is available. **Circle No. 269.**

Howe—Tempest Flip-Top table series features an automatic locking mechanism which secures table top in vertical position for storage. Surfaced in almond, natural oak, walnut, or teak plastic laminates as well as butcher block and veneer, tables are offered with four different edges. Bases are either T-legs or S-shape. **Circle No. 261.**

Cramer



Howe



Feldman Lighting



Expanding space with skylights



Medallion



Shelby Williams



Monarch



Probber



Thonet



Kay Springs

Medallion—Alta collection of leisure furniture features heavy-gauge, extruded-aluminum frames and virgin vinyl strapping. A range of 30 colors is offered. **Circle No. 257.**

Shelby Williams—New laminated-plywood designs with frames of natural birch, rattan, leather, antique wood, and bentwood were introduced by the firm at New York's recent Hotel/Motel and Restaurant show. Shown is a low, exposed bentwood arm chair with a foam-padded spring seat. **Circle No. 262.**

Monarch—An oak-framed, walk-in closet mirror door is now available. Part of firm's 900 series, frame has mitered corners, beveled edges, and an oiled walnut finish. Five decorative hinges allow door to be easily secured to the wall. **Circle No. 255.**

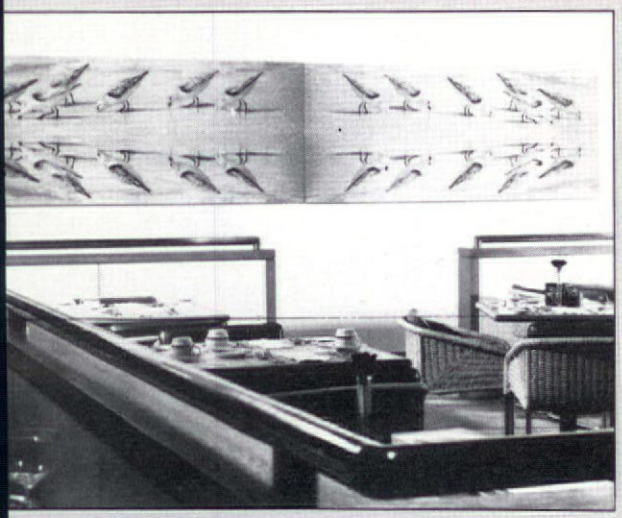
Probber—Classique arm chair #8071CB measures 21½-in. wide by 20-in. deep by 17½-in. high. Optional seat cushion requires 1 yd. of fabric to upholster. **Circle No. 270.**

Thonet—David Rowland designed Sof-Tech stack chair #2001 from coated, sinuous springs that move as the body changes position. Chairs are lightweight and can be stacked 30 high. Seats and backs are offered in five Soflex colors or with upholstery. Frames can be chosen with either a polished chrome or powder-coated finish in a variety of colors. **Circle No. 264.**

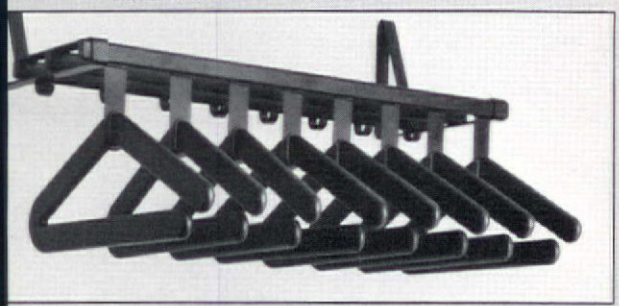
Kay Springs—SeKret Springs come in two gauges with seat-bone spacing which provides necessary 2-in.-deep contours on seating. Thus, foam, flammable, or toxic paddings are not needed. **Circle No. 245.**



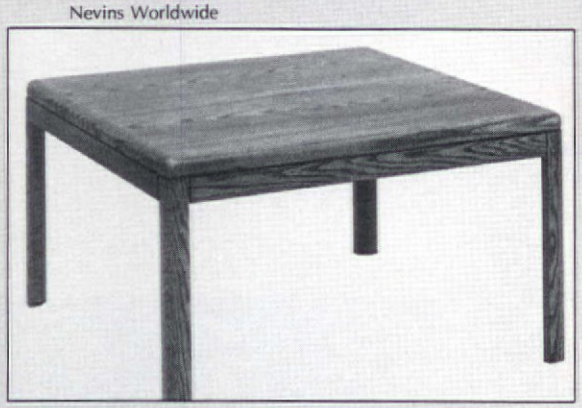
Gold Medal



David M. Stone



Nevins Worldwide



Nucraft



Integrated Ceilings



Plymold Booths

Gold Medal—"Safari" chair, a smaller version of firm's circus chair, folds easily for under-arm carrying. Varnished hardwood frame and zinc-plated steel hardware add sturdiness. Canvas cover is offered in seven colors. **Circle No. 240.**

David M. Stone—Harrah's Marina Casino Hotel, Atlantic City, features firm's photo art in its dining room. Offerings range from 11- by 14-in. framed limited editions to virtually any size mural printed on a variety of surfaces including washable vinyl. **Circle No. 284.**

Plymold Booths—Oak-slat seats are a new design option on selected models. Available in lengths from 23 to 90 in., they are manufactured to be used free-standing, wall-mounted, or with grouts. Formed-steel-channel seat supports are finished in black baked enamel. **Circle No. 254.**

Nucraft—Firm's new wood table series has rolled edges and accent reveals. Available in oak or walnut, in standard or custom finishes, GS tables are designed to blend with casegood and seating offerings. Six sizes may be selected from. **Circle No. 244.**

Integrated Ceilings—A luminous ceiling which expresses the feeling of a barrel vault skylight, was introduced by the firm. Called SkyVault, system spans ceiling openings from 6- to 12-ft.-wide by any length. Diffusers and perimeter members are offered in standard or custom colors and patterns. **Circle No. 243.**

Nevins Worldwide—Coat hook system can adapt for use individually, with spacers to form wall units, or with rails to form slatted shelves with sliding hooks or hangers. Hat and coat stands, waste bins, and wall-mounted umbrella stands complement coat racks which are offered in six colors. Steel components are nylon-coated for maximum abrasion-resistance. **Circle No. 283.**

Semi-precious stones accent hardware



Triconfort



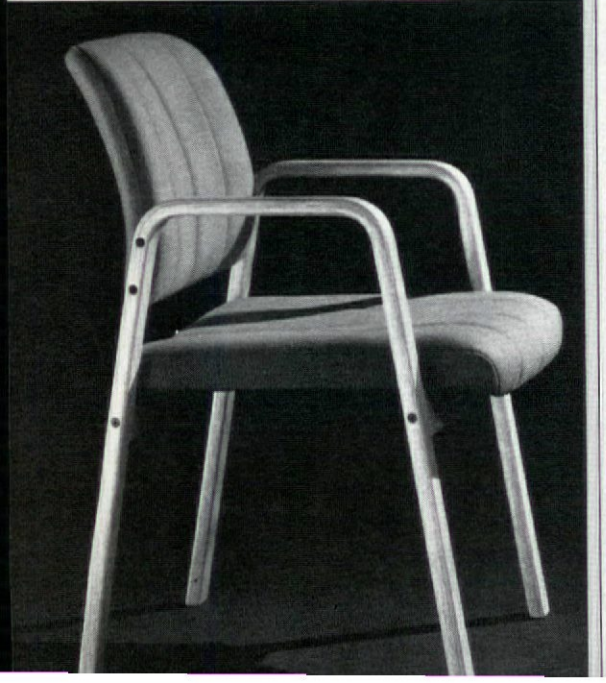
Paul Assoc.

Triconfort—Monobloc Stamp seat is made from fiberglass-reinforced polypropelene. Chairs are treated to resist ultra-violet rays and fading, and are available in nine weather-resistant colors. **Circle No. 256.**

Paul Assoc.—"Laguna" faucet set, designed by Stanley Paul, is one of a collection of bath fittings offered by the firm. Chrome, brass, acrylic, and semi-precious stones are among available materials. **Circle No. 242.**

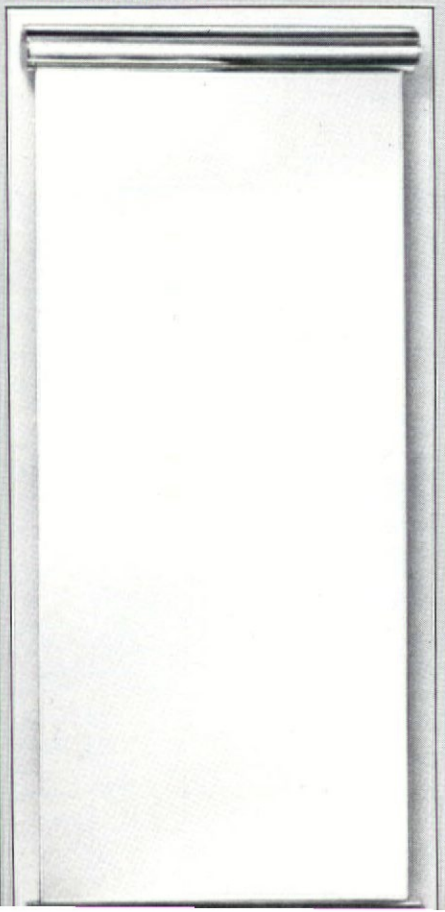
Cumberland—#2606 pull-up chair has a lightweight, white-oak frame with a hand-rubbed oil finish. Channeled upholstery is optional. **Circle No. 276.**

Cumberland



Architectural Supplements—Invisible reinforcements add stability to firm's glass mirror selections. A 3-in.-diameter tubular frame holds mirror in place at top and bottom. Back of top frame is slotted for easy hanging. Sizes range from 18- by 16-in. to 50- by 20-in. Finishes are of polished chrome or brass. **Circle No. 239.**

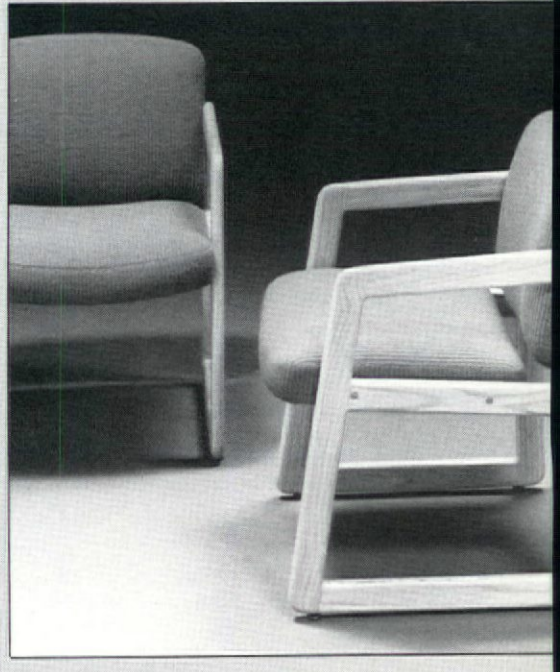
Architectural Supplements



EOC—Crisp, contoured lines of #760 arm chair provide maximum sitting comfort within limited spaces. Optional solid oak or walnut sled base is gently radiused to match any of #700 series seating selections. Seat and back are individually replaceable. **Circle No. 253.**

Pacific Rattan—Five frame styles and a variety of cushion fabrics add diversity to firm's line of sleeper-sofas. All are queen-size and may be ordered with either foam or innerspring mattresses. Shown is Louis XIV model. **Circle No. 249.**

EOC





Pacific Rattan



Tropitone

Tropitone—"Saramouche" collection of outdoor funiture has frames of triangular aluminum tube stock, rigidly welded and coated with polyester finish. Cushions are of Dacron with exploded foam inserts, upholstered in outdoor-tested, washable fabrics. Four solid and two print fabrics are offered with a complementing line of 19 frame colors. **Circle No. 285.**

Brown Jordan—Olympus chaise by Gene Criqui is of heli-arc, welded, 1¼-in. tubular aluminum frames with steel inserted at stress points. A longitudinal stretcher with vertical supports reinforces 15-in.-high bed. A 2-in.-wide, heavy-duty vinyl strap seat and firm's UltraFuse finish make product mar- and impact-resistant. **Circle No. 267.**

Terra—New bronze, cane, and oak dining group includes 45-in.-wide octagonal table with solar bronze top. Chairs are of unfinished, used bronze tubing. Antique effect is achieved through application of special chemical solution once frame is finished. A game set is also available. **Circle No. 238.**

Challenger Lighting—Swing Arm lamps are now part of firm's marble base Corsica and Corsica II collections as well as satin brass Addison group and polished brass Hawthorne selections. **Circle No. 280.**



Brown Jordan

Challenger Lighting



Terra



HOSPITALITY PRODUCTS

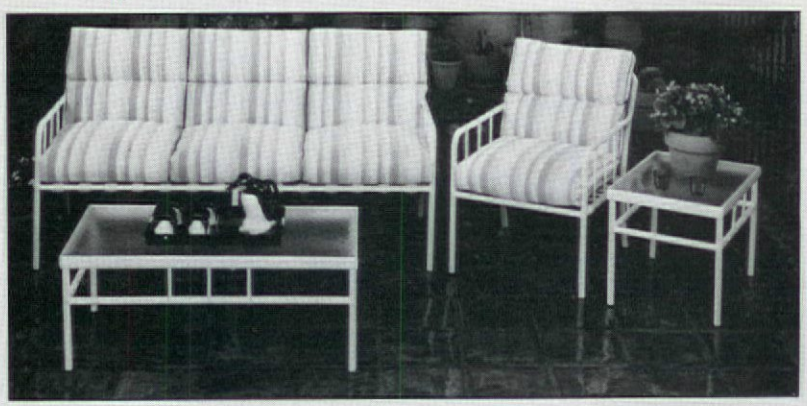
Emphasizing leisure qualities with rattan



Loewenstein



GFI



Mallin



Chesapeake

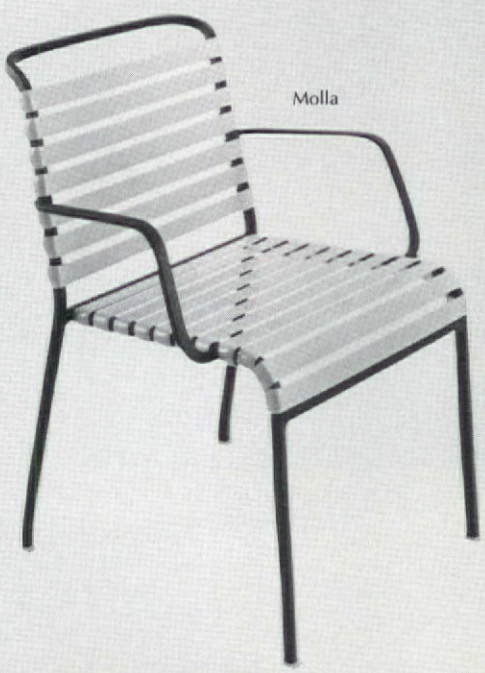
Loewenstein—Sturdy stacking chairs are made of solid, natural beechwood. Anatomically-shaped back and seat are formed from bent beech members. Sleigh base adds additional strength for institutional use. **Circle No. 263.**

GFI—A nine-hole putting course attracts golfers to the Las Vegas Hilton's third-floor recreation deck. Putting greens are covered with artificial grass made from Chevron "polyloom" XL olefin fiber in lawn color. **Circle No. 279.**

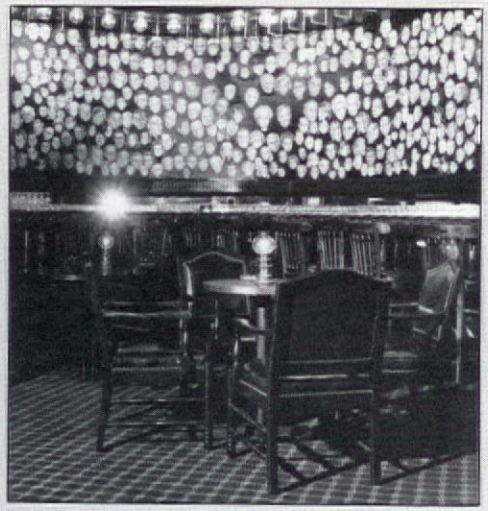
Chesapeake—Two 30-in.-wide barrel chairs covered in Maharam fabric are offered. One features a 16-in. seat the other a 18-in. seat. **Circle No. 275.**

Mallin—Del Mar casual furniture offers lightweight, durable aluminum frames and weather-resistant Textiline cushions. Seven new frame finishes and 16 cushion colors were recently added to the line, and match a full complement of gliders, chaises, tables, and umbrellas. **Circle No. 251.**

Molla—Seacrest group of Alumoy® furniture includes sturdy stacking chairs and chaises with four-position adjustable backs. Matching tables have outdoor fiberglass tops. Frames and strappings are offered in a range of colors. **Circle No. 277.**



Molla



Badische



Roland Kentfield

La-Z-Boy



Badische—Atlanta's Coach and Six restaurant features criss-cross carpet pattern in gray and blue on a burgundy ground. Selection is part of the Omni Collection from George Commercial Carpet Co. Fibers are stock-dyed Zeftron™ nylon yarn from Badische. **Circle No. 278.**

Roland Kentfield—Rattan lounge furniture is supported by welded steel frames. Leather-wrapped joints accent design while adding support. **Circle No. 241.**

La-Z-Boy—Pull-up chair #C92073 is designed and scaled for restaurant and hospitality markets. High-gauge chrome tubing accents design and adds needed strength for institutional applications. **Circle No. 272.**

Timberline—Project 90 is one of several furniture groups in firm's Natural Geometrics collection. Designs are available in most wood grains and colors as all surfaces are of high-pressure laminate. COM-upholstered or laminated end-panel inserts, leather-wrap rattan end panels, and coordinated mirror/headboards are options. **Circle No. 265.**

Timberline



SHAPES, LIGHT, & COLOR SOFTEN ANGULAR STRUCTURE



Curved walls and fixtures plus fluid light and color create elegant dining environment

Circular shapes soften rectangular architecture at Ciro's restaurant, New York. Curved walls and round fixtures detract from angular configurations found in the corner space of a Manhattan skyscraper.

Dramatic lighting plays against green, black, and white color schemes and further enhances spacial fluidity. Color and illumination also create the image of an elegant supper club reminiscent of the 1940s Hollywood Ciro's.

A newly-installed revolving door at the entranceway leads customers into a large area which encompasses the bar and balcony dining room. Here, designer Nick Calder rebuilt the area to downplay linear structure.

Photos by Frank Ritter



Originally, bar and dining rooms were separate rectangular entities linked only by small windows located in the dividing wall. Although dissatisfied with the existing architecture, Ciro's owner wanted to maintain the division in an effort to keep the bar secluded.

It was determined that Calder would eliminate the wall at the doorway and build a curved coatroom and kidney-shaped steps. He then enlarged window space in the wall but dimmed lighting in order to maintain seclusion at the bar.

These two techniques serve to open the total space, decreasing its static quality. Simultaneously, the elements increase the impact of the more dramatically designed bar which sets the mood for the restaurant.

Round fixtures override angles

Calder also used accessories to reshape the appearance of the space. Existing dining chairs were carved and rounded-out. Round vases filled with colorful floral displays were placed on circular, steel pedestals located throughout the restaurant.

Round mirrors decorate the walls of the long, thin central dining room, complemented by plexiglass disks which serve as ceiling fixtures. In combination with round tables, these circular fixtures tend to draw the eye away from long lines and add interest to the structure.

When determining the color scheme, Calder sought an upscale image that would contrast with other area restaurants, most of which are geared toward casual dining. Since Ciro's is located directly across from Lincoln Center, both designer and owner felt the site should cater to people who dine "dressed up."

Carpeting determines color scheme

A bottle-green carpet had already been ordered by the time Calder was assigned to the project. Taking cues from this color, Calder chose a green wall paint in three complementary shades which he used in variation throughout the restaurant.

To this motif he added black and white upholstery and black lacquer finishes for chairs and bar stools to provide an elegant environment. Colors coordinate well with interior spotlights and light cast by streetlamps which filters through Ciro's many windows.

Italian Travertine accents this elegance. An existing coal table was finished in this material and is located in the central hallway across from small windows which overlook the kitchen. Travertine is also found on a long planter separating central dining and garden rooms.

Ciro's overall essence is that of "updated nostalgia", according to the owner. This idea is borne out by Calder's use of about-to-be-demolished bar stools retrieved from the Biltmore Hotel's Palm Court restaurant, a New York landmark. These he refurbished and reupholstered in black kid leather in order to create a contemporary look.

Says Calder, "The space is theatrical and has a fantasy quality that fits its location. But it also imparts a quiet elegance that invites formal dining, yet inhibits people from walking in just to use the phone." □

Garden room (opp. page left) is designed to relate to its exterior environment and to solve problems created by structure. A caved-in ceiling was completely rebuilt and covered with shirred fabric to conceal angular lines. Balloon shades further emphasize an undulating window wall, the only curved shape in the restaurant's existing structure. Together they give the room a tented effect appropriate to a garden setting. Torchere lighting follows through with outdoors look. Central dining room (above) did not give designers opportunities to reshape structure. Instead, they focussed on fixtures to create fluid lines. Ceiling houses air-conditioning and could not be rebuilt. Round bare light bulbs and plexiglass disks set in diagonal ceiling troughs combat linear qualities. Open window space on wall connecting with garden room brings in natural light and helps to extend room's area.

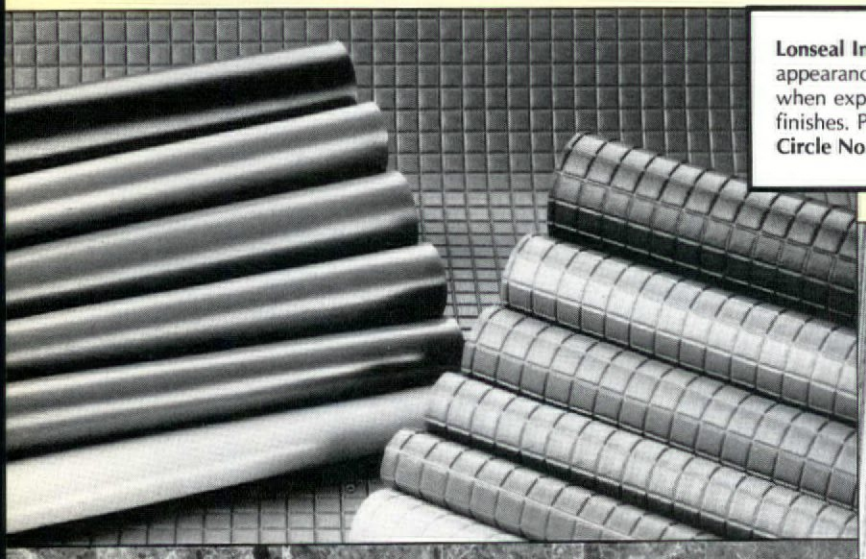
SOURCES

Faux marble upholstery and drapery fabric—Alume. **Chair and bar stool upholstery**—Etelage. **Pedestals**—Intrex. **Banquette velvet upholstery**—Duralee. **Lighting**—Steven Liting & Design. **Floral arrangements**—The Jungle Riding High.

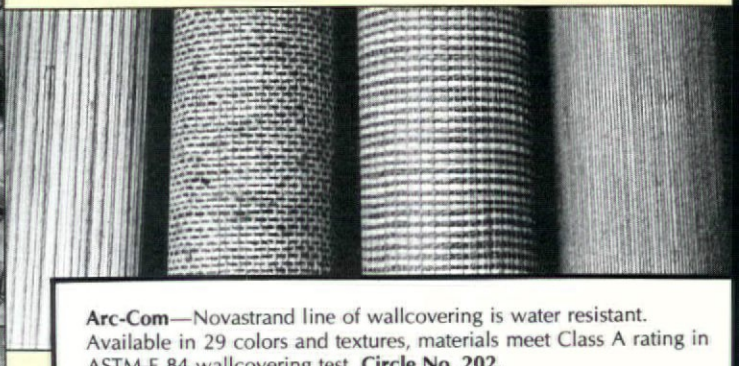
General contracting, mirrorwork, custom upholstering, refinishing, carpentry—John Daly. **Painting, paperhanging, carpeting**—Color Age. **Interior planting**—Kenneth J. West. **Drapery, shirred ceiling workroom**—Carl Rigby. **Project coordinator**—Barbara Levitan.

Fire resistance, color range, insulation are contemporary wallcovering criteria

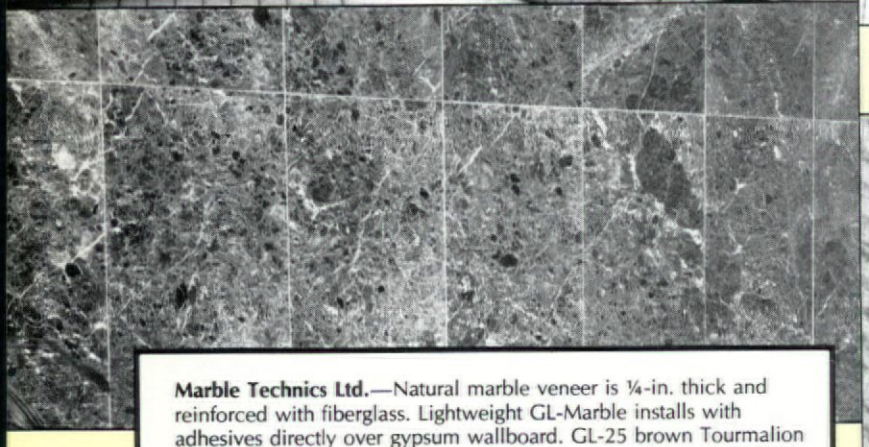
Specifier demand spurs manufacture of utilitarian products



Lonseal Inc.—Lonjewels PVC wallcoverings have an iridescent appearance. Line comes in six colors which cast a metallic tone when exposed to light. All colors are available in satin or embossed finishes. Product has Class A flame spread rating per ASTM E 84. **Circle No. 236.**



Arc-Com—Novastrand line of wallcovering is water resistant. Available in 29 colors and textures, materials meet Class A rating in ASTM-E 84 wallcovering test. **Circle No. 202.**

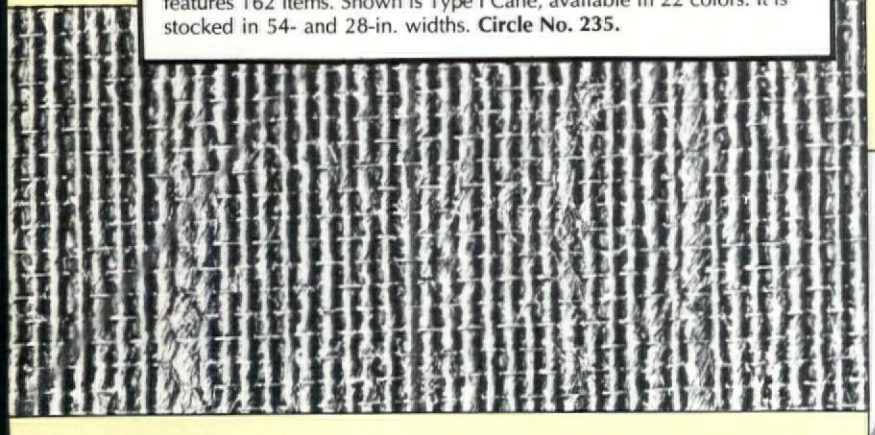


Marble Technics Ltd.—Natural marble veneer is ¼-in. thick and reinforced with fiberglass. Lightweight GL-Marble installs with adhesives directly over gypsum wallboard. GL-25 brown Tourmalion marble from France is shown. Nine other varieties are available in stock sizes 2- by 4-ft., 2- by 2-ft., and 1- by 2-ft. **Circle No. 203.**

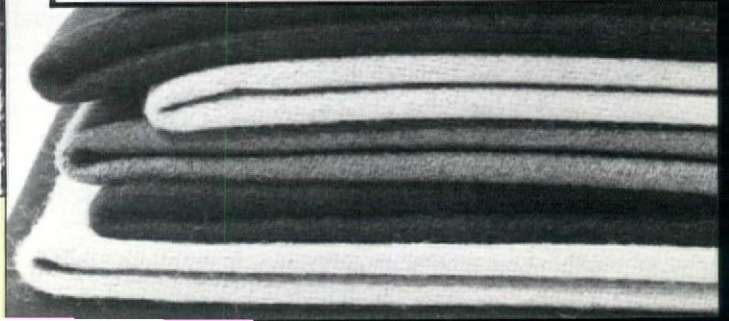


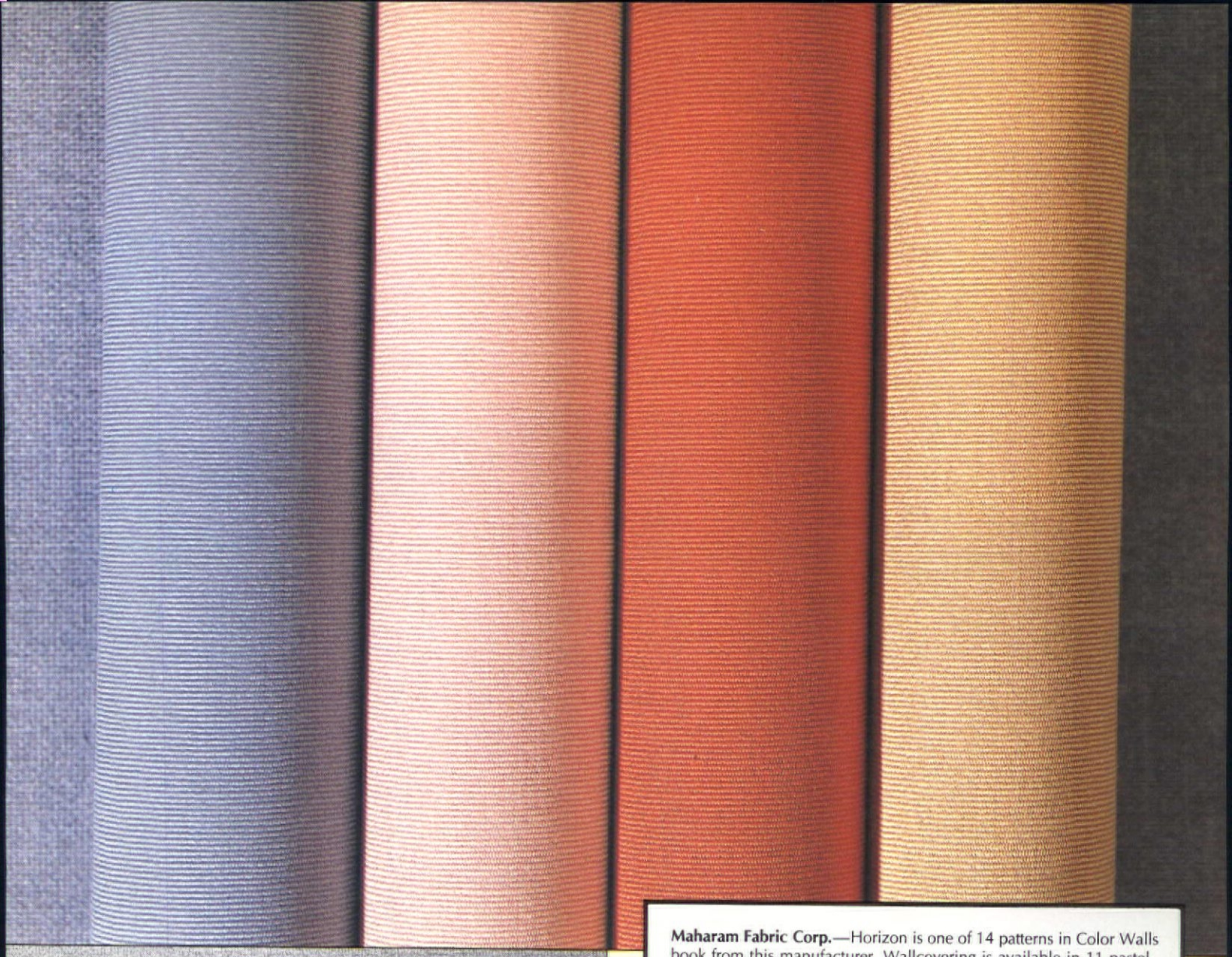
L.E. Carpenter & Co.—Jarvis has been added to VICRTEX vinyl wallcovering line. Product is resistant to stain, soil, and mildew. Jarvis is Class A fire rated and available in 54-in. width in 21 colors. Pattern is deeply textured. **Circle No. 223.**

Wallmates Vinyls Inc.—Textural studio collection includes various embossings and ranges from pastels to vivid shades. Collection features 162 items. Shown is Type I Cane, available in 22 colors. It is stocked in 54- and 28-in. widths. **Circle No. 235.**



Unika-Vaev USA—Wool and nylon blend wallcovering creates a lightly brushed surface. Called Annapolis, material is 62-in. wide for fewer seams. Available in neutrals and pastels. **Circle No. 224.**





Maharam Fabric Corp.—Horizon is one of 14 patterns in Color Walls book from this manufacturer. Wallcovering is available in 11 pastel and neutral colorways. Paperbacked, 100 percent cotton is finely ribbed and comes in 54-in. width. **Circle No. 219.**

Stratton Industries Inc.—Tapestrie wallcovering has been rated for NRC and is suited for applications requiring acoustical control. Glass A fire-rated product is available in 13 solids and six stripe combinations. 60 additional colors are available in special orders. **Circle No. 214.**

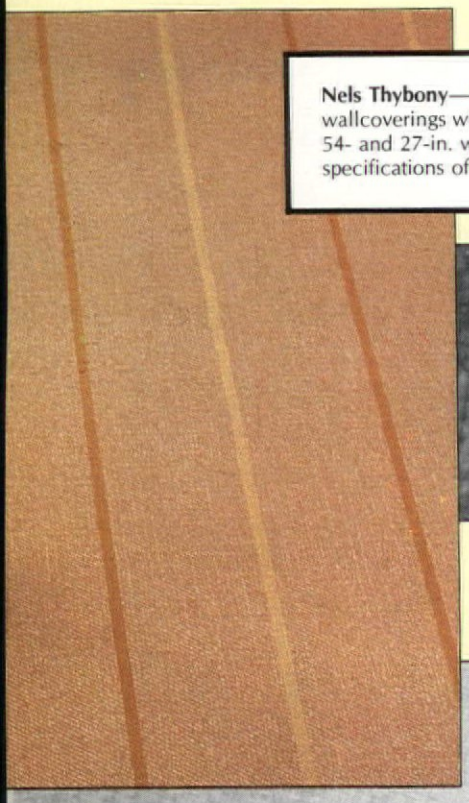
Kinney Wallcoverings—Katja, a coordinating wallcovering line, features pastel colors. Wallcoverings mix and match according to color. A bath graphic is shown. **Circle No. 206.**

General Tire—Design Weaves mark a collection of strippable textile-faced wallcoverings styled and colored for commercial use. The collection includes 86 items—fine yarns, heavy yarns, woven designs, and non-woven printed patterns with a flannel look. **Circle No. 209.**

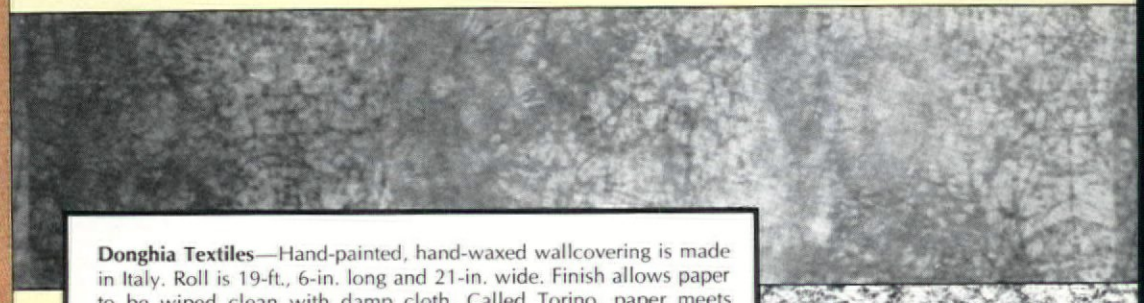
Pantasote Inc.—Textured Effects wallcovering collection is vinyl with fabric backing. Seven colorways are available. Natural tones in subtle patterns are used. **Circle No. 210.**

WALLCOVERINGS

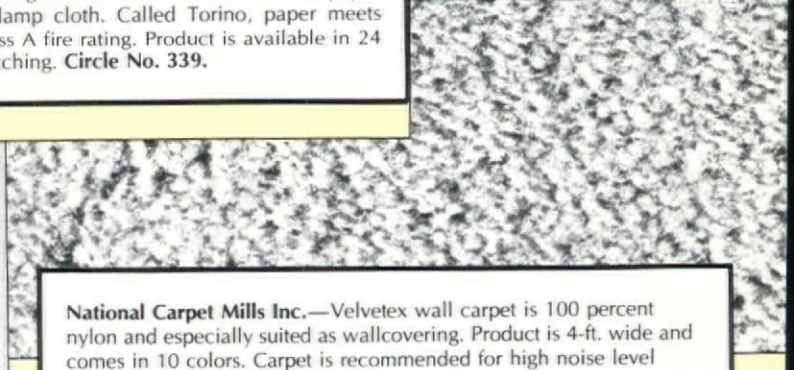
Bold patterns, rich textures suit hospitality designs



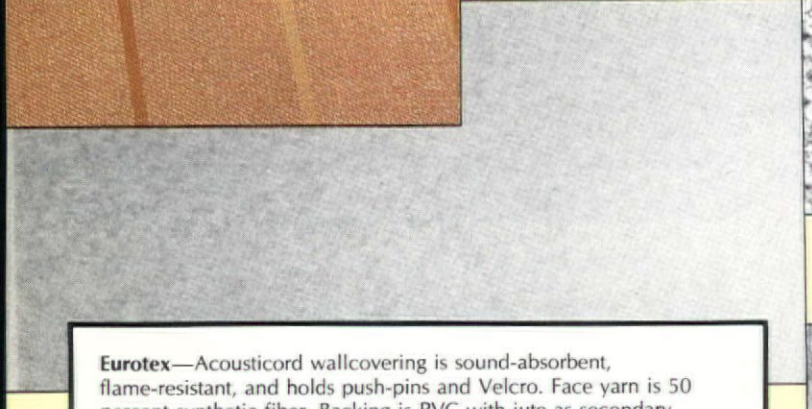
Nels Thybony—Kingston patterns and textures are vinyl wallcoverings with fabric and stripfil backing. Goods are available in 54- and 27-in. widths. All merchandise is Type I and meets fire specifications of ASTM E 84. **Circle No. 216.**



Donghia Textiles—Hand-painted, hand-waxed wallcovering is made in Italy. Roll is 19-ft., 6-in. long and 21-in. wide. Finish allows paper to be wiped clean with damp cloth. Called Torino, paper meets ASTM E84 standard for Class A fire rating. Product is available in 24 shades and requires no matching. **Circle No. 339.**

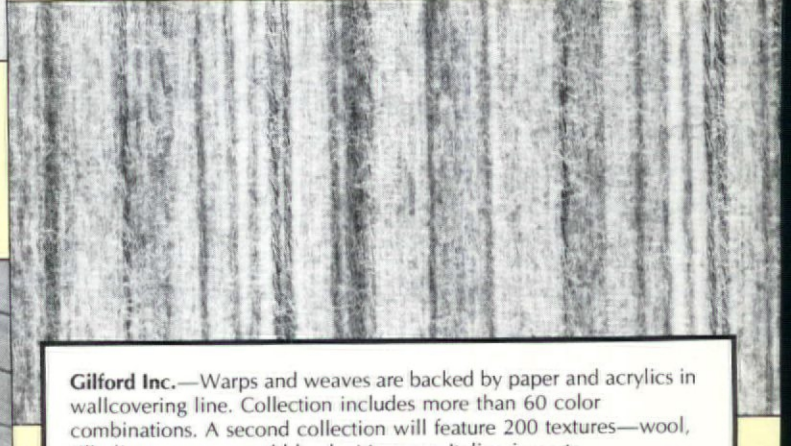


National Carpet Mills Inc.—Velvetex wall carpet is 100 percent nylon and especially suited as wallcovering. Product is 4-ft. wide and comes in 10 colors. Carpet is recommended for high noise level areas. **Circle No. 225.**



Eurotex—Acousticord wallcovering is sound-absorbent, flame-resistant, and holds push-pins and Velcro. Face yarn is 50 percent synthetic fiber. Backing is PVC with jute as secondary backing. Width is 6 ft., 7 in. and thickness is 3/16 in. **Circle No. 230.**

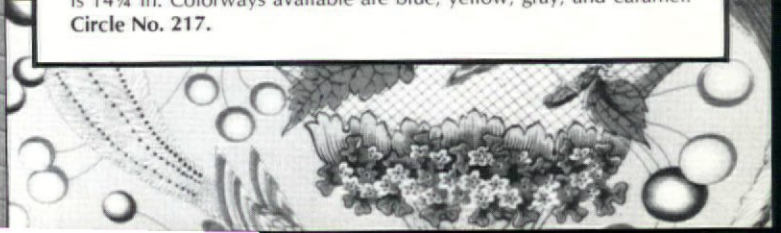
Bangkok Industries Inc.—Trysil acoustical paneling is 30 mm thick with NRC range of 40 to 80 percent. Paneling may be ordered in natural wood veneers. Material is suited to wall or ceiling applications. **Circle No. 212.**

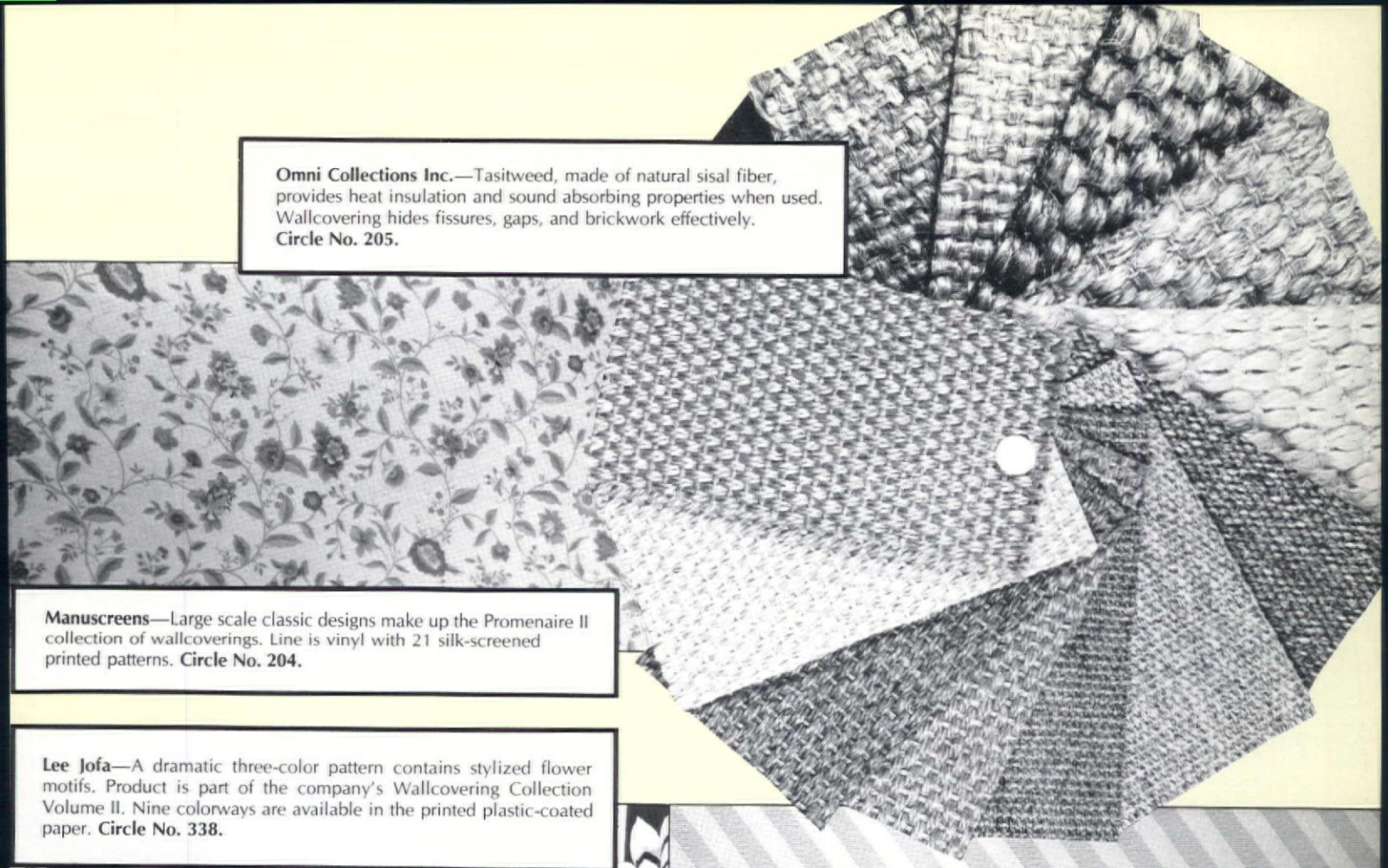


Gilford Inc.—Warps and weaves are backed by paper and acrylics in wallcovering line. Collection includes more than 60 color combinations. A second collection will feature 200 textures—wool, silk, linen, cotton, and blends. Many are Italian imports. **Circle No. 228.**



Brunschwig & Fils—Nancray pattern is part of this company's Spring collection. Rotary screen print is on 57-in. wide cotton. Pattern repeat is 14¼ in. Colorways available are blue, yellow, gray, and caramel. **Circle No. 217.**

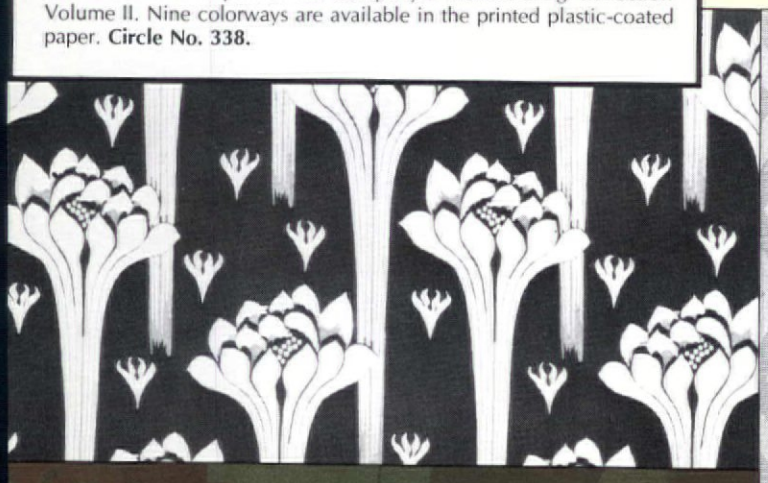




Omni Collections Inc.—Tasitweed, made of natural sisal fiber, provides heat insulation and sound absorbing properties when used. Wallcovering hides fissures, gaps, and brickwork effectively. **Circle No. 205.**

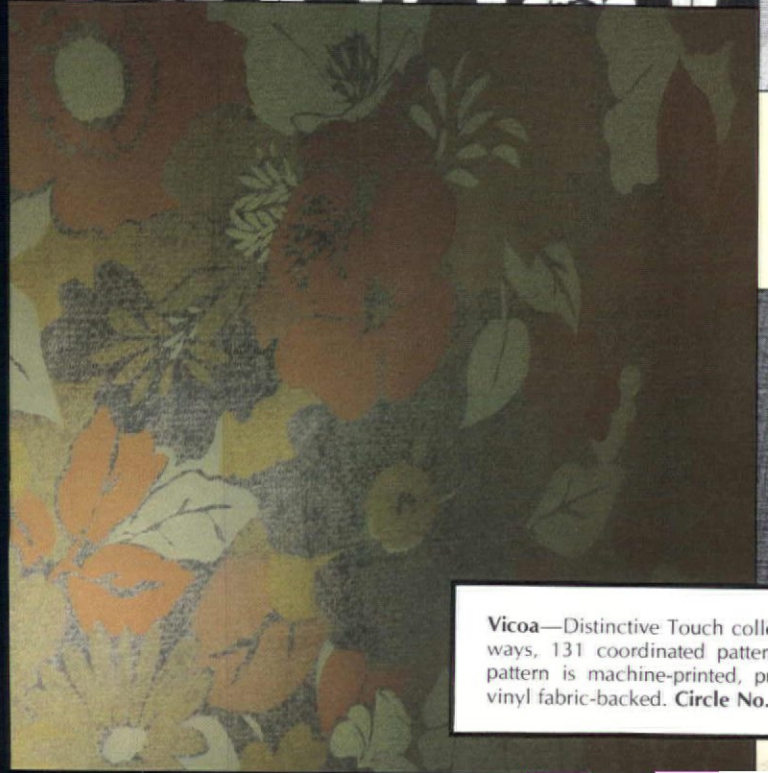
Manuscreens—Large scale classic designs make up the Promenaire II collection of wallcoverings. Line is vinyl with 21 silk-screened printed patterns. **Circle No. 204.**

Lee Jofa—A dramatic three-color pattern contains stylized flower motifs. Product is part of the company's Wallcovering Collection Volume II. Nine colorways are available in the printed plastic-coated paper. **Circle No. 338.**





BF Goodrich—Korolite brand wallcoverings line has added two patterns including Picadilly with chevron embossing on vinyl. Product weighs only 18 oz. per linear yard and meets Type I requirements. Wallcovering is also UL listed and Class A fire rated. **Circle No. 233.**

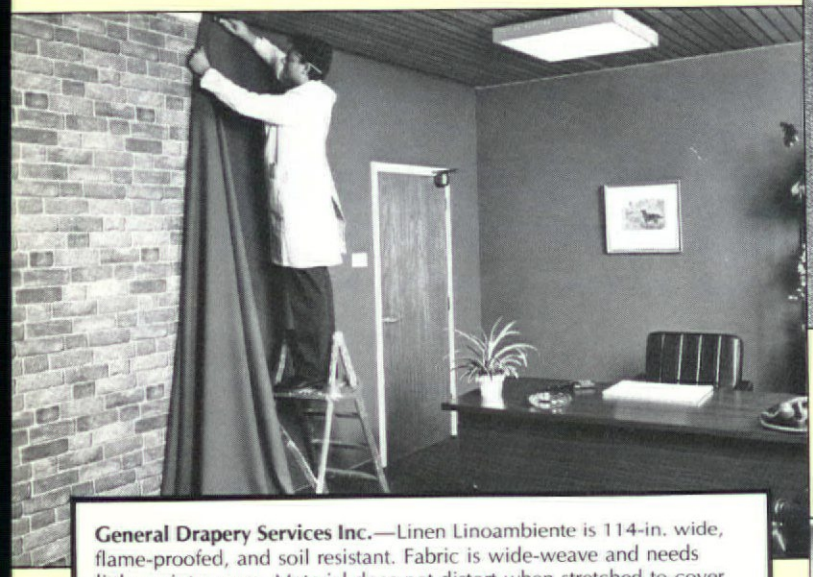


Importex—Wallcovering collections include warp-lay of silk and cotton, woven materials, hand-loomed woods, and sisal. All products have Class A flame ratings. Color palette of earth tones encompasses soft browns, grays, and beiges. **Circle No. 220.**

Vicoa—Distinctive Touch collection contains 43 designs, 131 colorways, 131 coordinated patterns, and 14 companion fabrics. Each pattern is machine-printed, pre-trimmed, peelable, strippable, and vinyl fabric-backed. **Circle No. 340.**

WALLCOVERINGS

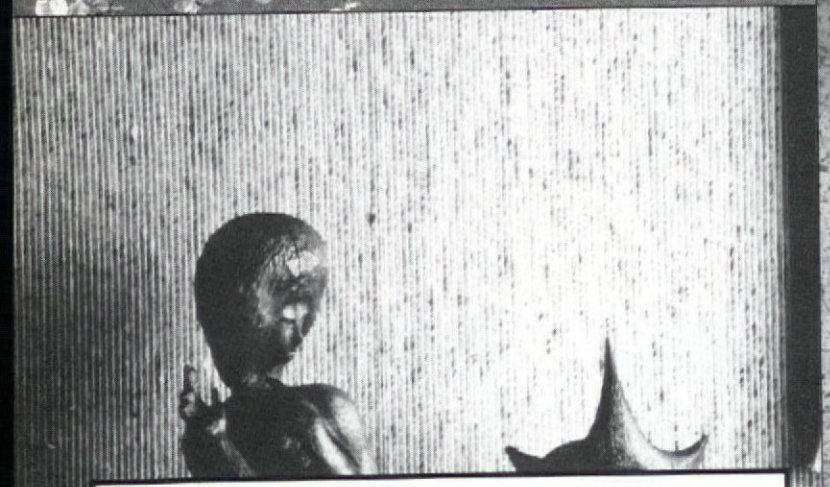
Material range broadens



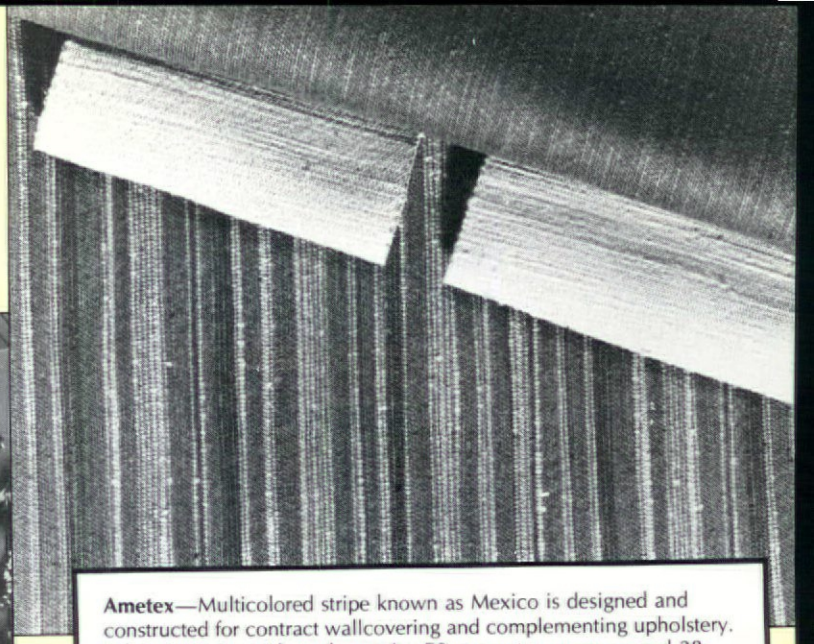
General Drapery Services Inc.—Linen Linoambiente is 114-in. wide, flame-proofed, and soil resistant. Fabric is wide-weave and needs little maintenance. Material does not distort when stretched to cover walls. **Circle No. 232.**

Columbus Coated Fabrics—Deep-grained vinyl wallcovering called Casabelle comes in 27 colors. Herringbone pattern is of grass-mat texture. Product is available in 54- and 27-in. widths. **Circle No. 213.**





Glidden—Vinyl wallcoverings are 54-in. wide and range from Types I-III. Sample book displays 50 weaves, grasses, burlaps, stipples, and other vinyl-textured patterns. 850 colorways are available. Natural fibers provide sound absorption and meet flame spread rating of Class A. **Circle No. 231.**

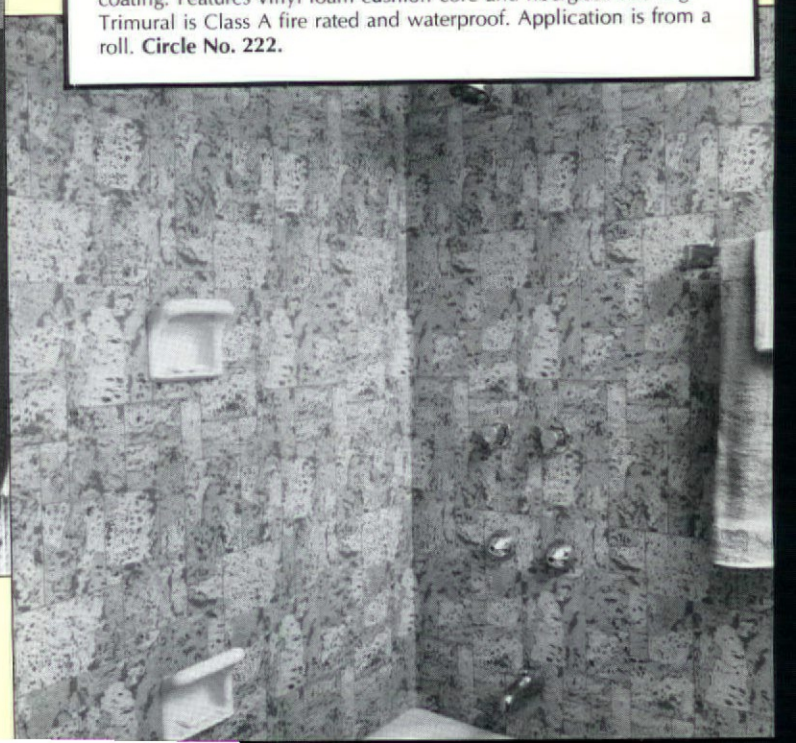


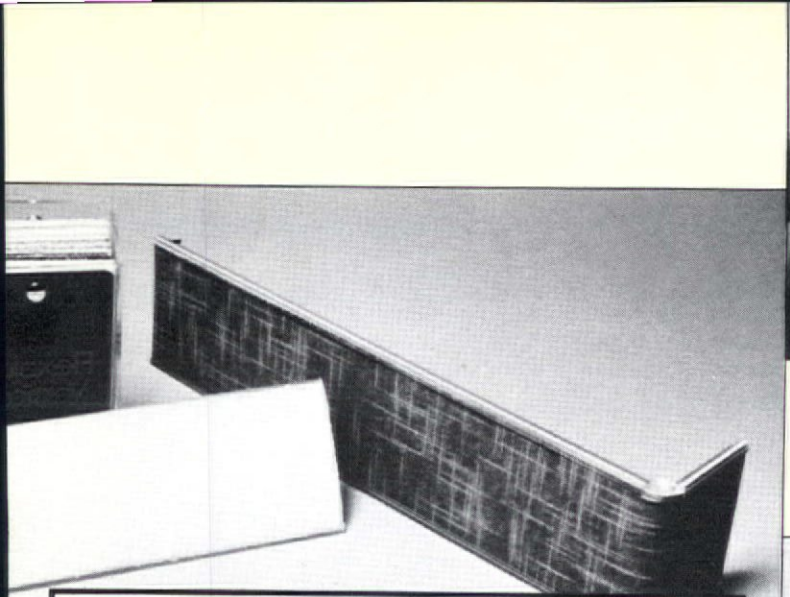
Ametex—Multicolored stripe known as Mexico is designed and constructed for contract wallcovering and complementing upholstery. Fabric is 54-in. wide and contains 78 percent spun rayon and 28 percent cotton. **Circle No. 229.**

Franciscan Ceramic Tile—Terra Grande line includes seven additional glazes for 1982. Tiles are available in sizes 3- by 6-in., 6- by 6-in., and 4- by 8-in. Costanza-Spector Associates used the tile as shown in a New Jersey bank installation. **Circle No. 221.**



Forbo North America Inc.—French-made Trimural covering installs on any wall surface. Product is vinyl protected with easy-care coating. Features vinyl foam cushion core and fiberglass backing. Trimural is Class A fire rated and waterproof. Application is from a roll. **Circle No. 222.**





Armstrong—Vinyl Soundsoak wall panel combines acoustical performance with a woven-texture surface that is easy to clean and resistant to damage. Soundsoak is designed for high traffic corridors, and areas. Material comes in six standard and five special-order colors. Covering has 50 to 60 percent NCR range. **Circle No. 200.**

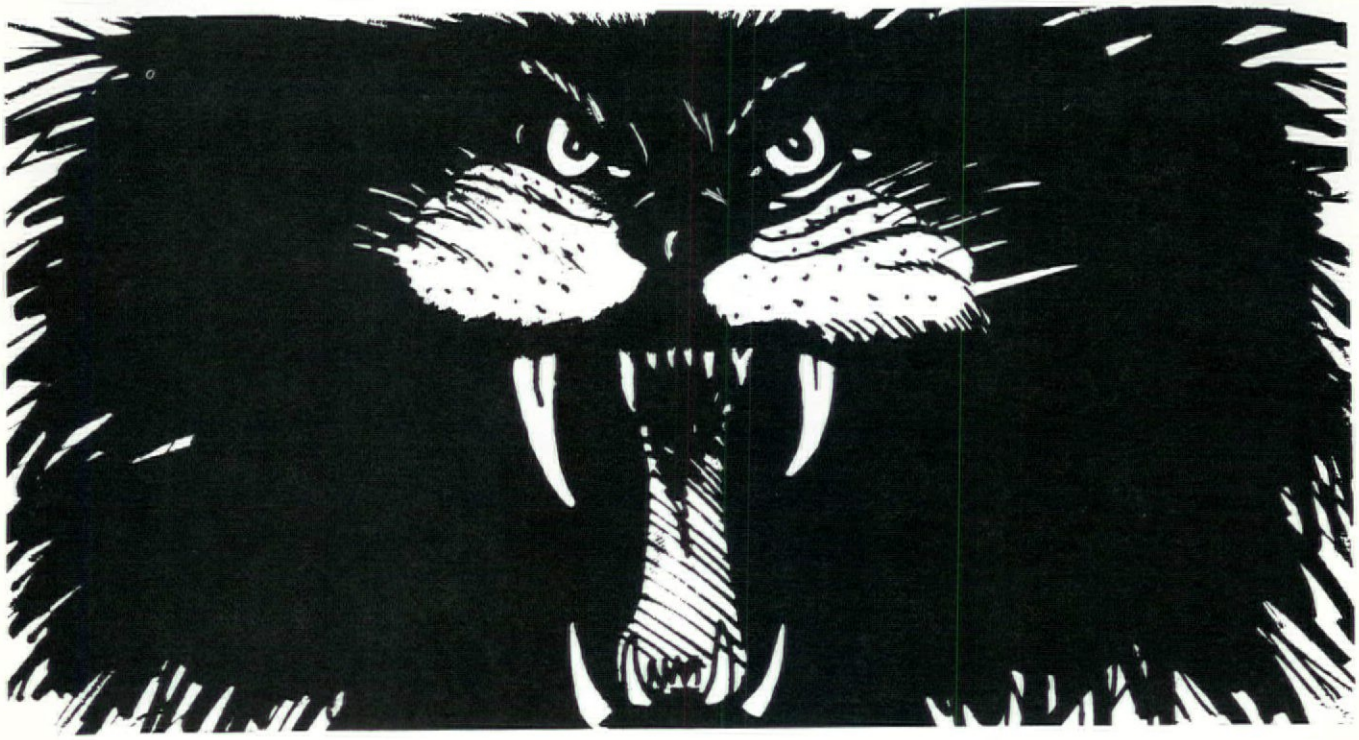
Tectum Inc.—High-impact acoustical wall panels absorb up to 90 percent of noise striking them. Composed of random swirl open wood fibers, panels can be left in pre-finish, off-white color or painted. Product is available in a broad range of sizes and thicknesses, with square or bevelled edges. **Circle No. 234.**

Hunter Douglas Window Products—Flex-A-Vane with clear edges allows fabrics, wallpaper, or mylar to be inserted into grooves for uninterrupted color continuity at windows. Also, a 3½-in. valance with clear edges is now available. **Circle No. 211.**

Flexi-Wall Systems—Plaster-In-A-Roll is a patented, gypsum-impregnated flexible wallcovering. It comes in 48-in. wide rolls of 40 sq. yds. Product adheres to any surface and hides damaged areas. "Plaster" has Class A fire rating and does not emit toxic fumes. Available in 37 colors. **Circle No. 226.**

Collins & Aikman—Birch textile wallcovering is three-dimensional for a feeling of warmth and depth. Product is available in 30-in. trim width. Wallcovering meets Class A flame retardant requirements and has a five-year warranty. Darker hickory colorway and two coordinating stripe patterns are offered. **Circle No. 237.**

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Storefront captured in limited edition

"Greensleeves" is a limited edition serigraph signed and numbered by artist Gloria Pelkey. Available from W W Graphics, serigraph is framed and double matted. Edition suits application in many decors. **Circle No. 312.**



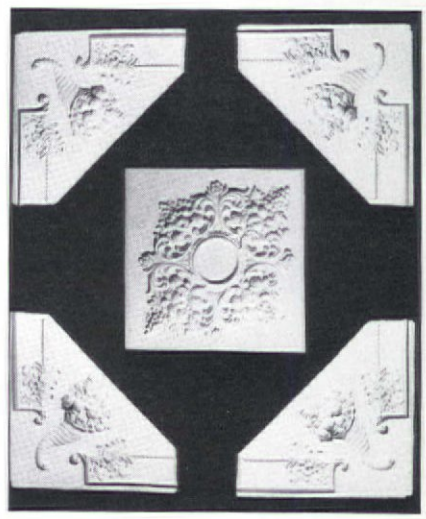
Five-year warranty covers carpet

Rotation carpet has been added to Ozite's line of commercial floorcovering. Available in 12-ft. width, carpet is printed, tufted nylon with Action Bac. Carpet is treated for anti-static and anti-soiling properties with Scotchgard, and carries a five-year warranty. **Circle No. 309.**



Cylindrical planters are fiberglass

Collection of fiberglass containers from Glasspec ranges from 12- to 48-in. diameters. New line is available in custom textures and designs. **Circle No. 307.**



Ornaments suited to restoration

Gypsum cement, reinforced with fiberglass is lightweight and durable in specially-molded designs. From Dovetail Inc., product will not sustain fire or release toxic fumes. Medallions, cornices, door panels, moldings and ceilings are offered. Cornucopia ceiling design is shown. **Circle No. 308.**



Grant Velvet Touch Drawer Slides.
Why Settle For Less?

...less than the luxurious touch of incomparable operation
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...less than all the quality features that
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Maximum support for lower back helps avoid strain

Thick padding over form-fitting base

Long handles ease adjustment

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Wheels have automatic brakes . . . sit and roll freely, then stand and the brakes lock to await your safe return.

Gas spring for easy height adjustment. Spring also cushions the shock when being seated.

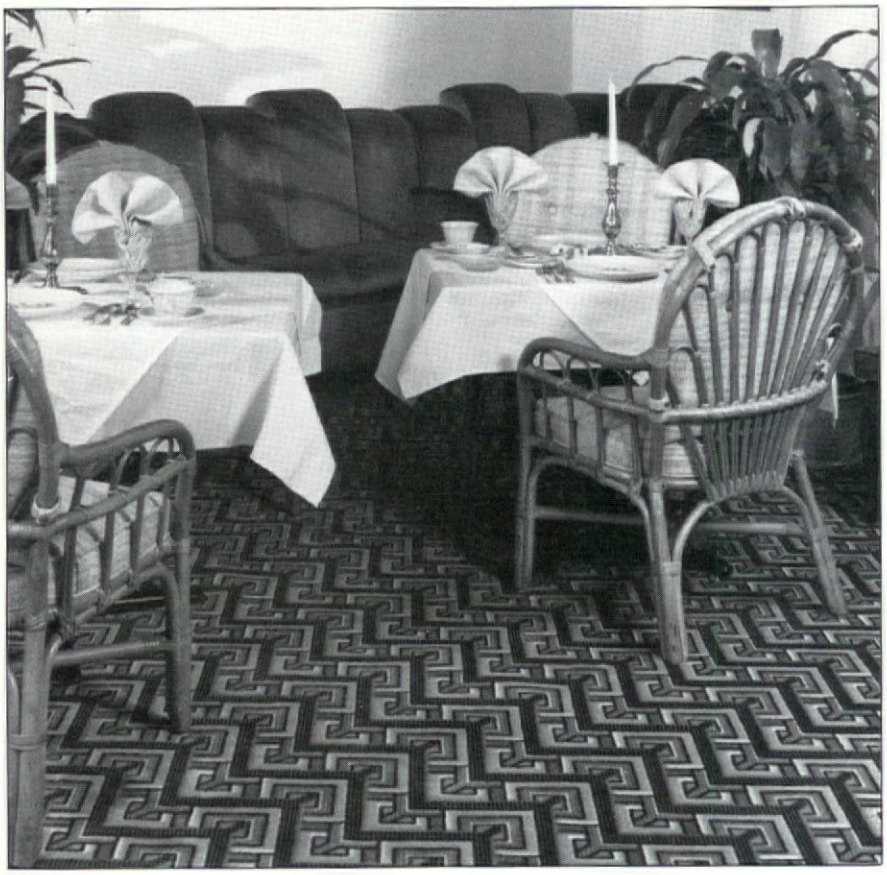
Waterfall front for proper leg circulation

FoF

functional office furniture

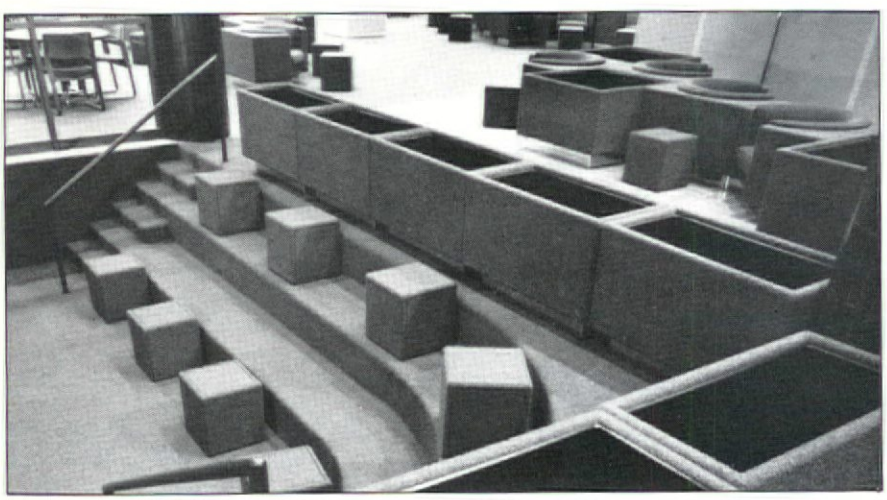
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Circle 75 on reader service card



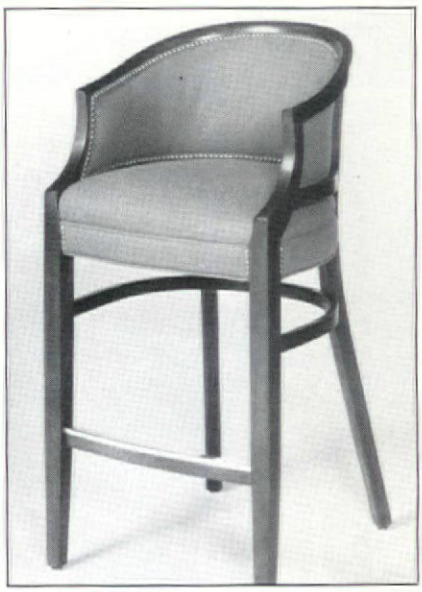
Carpet styled in Art Deco effects

A bold Art Deco design makes this carpet well-suited to various hospitality installations. Theme is available in three colorways with a pattern repeat of 2¼-by 2¼-in. A Wellco product, carpet is screen printed and made of Anso BCF nylon. Traffic class is Class III, extra heavy commercial. **Circle No. 317.**



Carpeted seats, planters show innovation

Carpeted steps, cubes, planters, and walls create a "conversation pit" at the Learning Resources Center of the Los Angeles Trade & Technical College. The carpets, Marblehead and Thornewood, are from the Powerbond Division of Collins & Aikman, and are made of Zefran blend ZK-3 acrylic and modacrylic yarn from Badische Corp.
Circle No. 315.



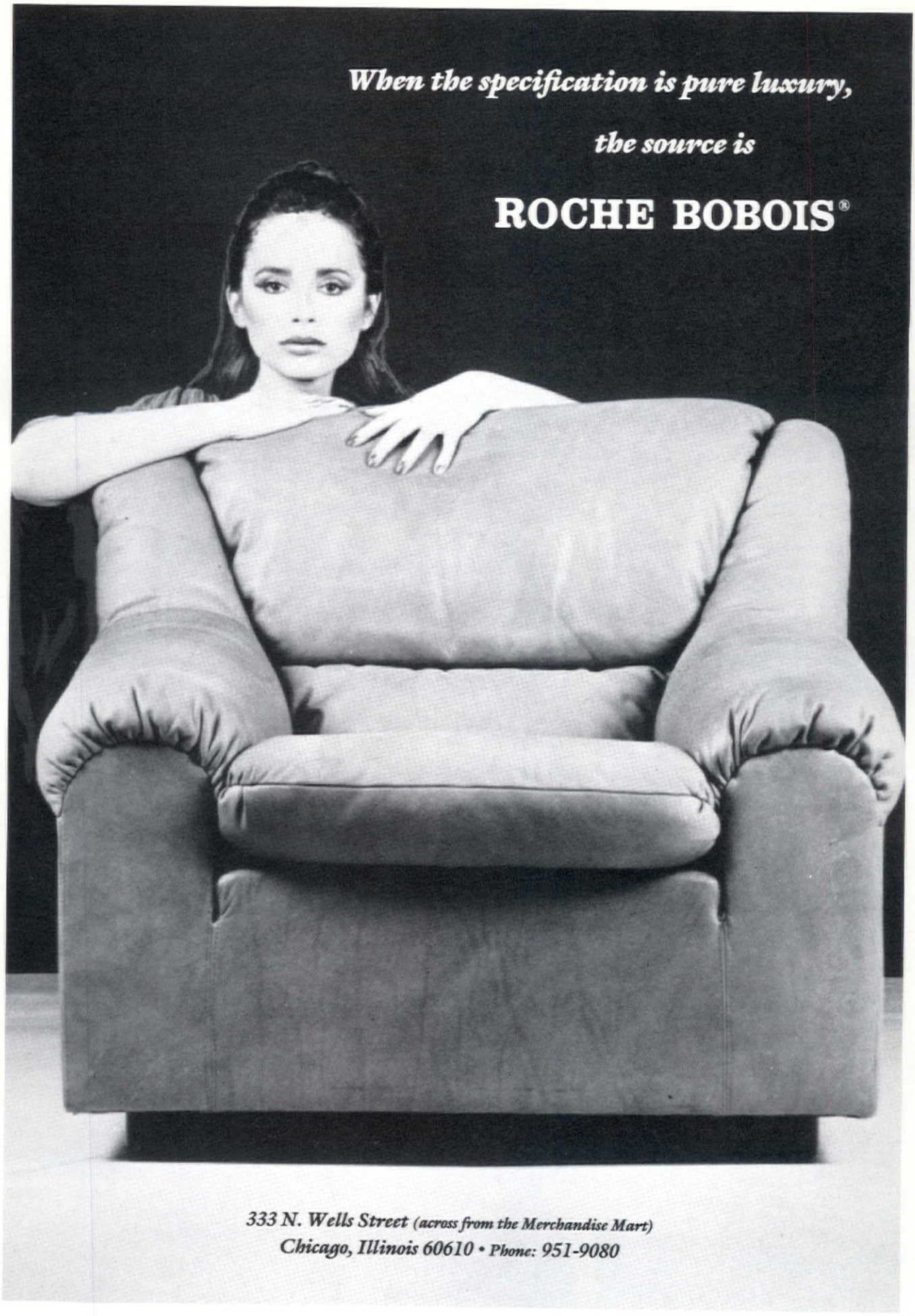
Nail trim, bow back grace bar stool

Foam-padded spring seat bar stool from Shelby Williams Industries Inc. is traditionally styled. Exposed wood and nailhead trim accent upholstery. Foot rest is covered with solid brass. Stool is 22-in. wide, 19-in. deep, and 43-in. high. Seat height measures 30 in.
Circle No. 316.

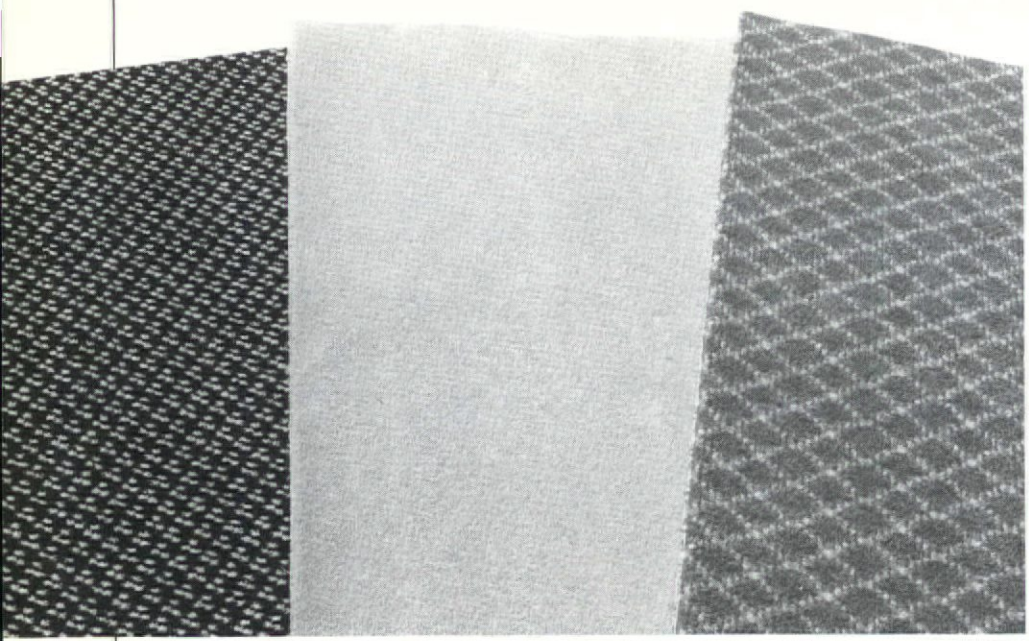


In-floor safe now in two versions

Key lock or key combination versions are available in an in-floor safe from Meilink Safe Co. Chest is constructed of 14-gauge steel on the body with a collar of 3/16-in. steel. Two locking bolts are protected by drill-resistant hard plate on a 3/8-in. steel laminate door.
Circle No. 320.



Circle 61 on reader service card



Collection stems from graphic machine

A graphics machine allowed Dan River Carpets to create two patterns and one solid in Anso IV nylon. This collection will eventually contain stock dyed nylon in 10 solids, seven three-color combinations, and seven three-color pin dotted coverings.
Circle No. 314.



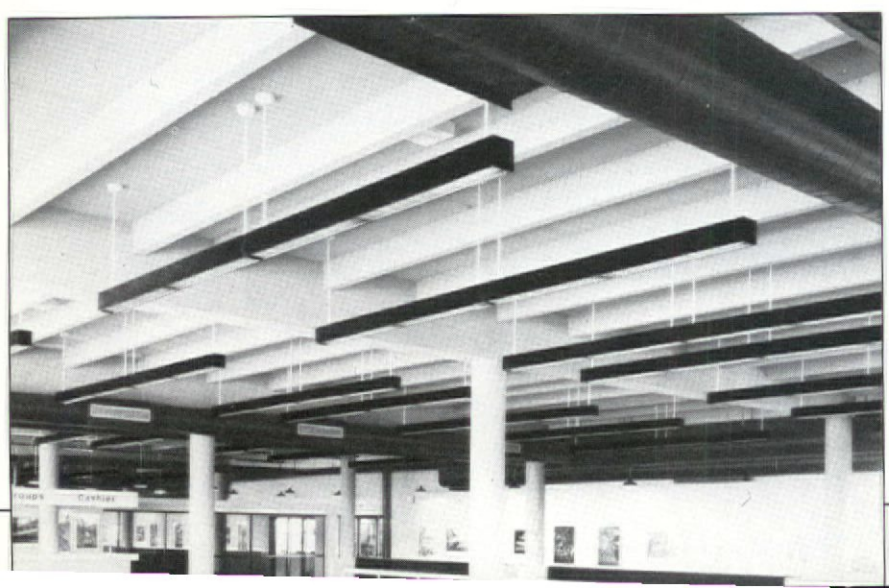
Replacement possible with seat shells

Duraform offers in-stock shell replacements for molded plastic chairs. Worn or damaged seats can be easily replaced, chairs can also be upgraded by adding seat swivels. Custom color can be specified. **Circle No. 310.**



Chair manufactured by patented process

Multiple layers of wood veneer comprise seats and backs of molded chairs from Flototto. Manufacturing is done by the patented Pagholz process. Chairs are available with or without upholstery. Item is stackable and sliding frame is chrome-plated tubular steel. Product is marketed by Wernermeier Enterprises Inc., New York.
Circle No. 306.



Lighting adapts to patterns or continuous runs

Straight and narrow lighting system from Neo-Ray Products is 6-in. wide. Recessed elements create a clean look. Fixtures are UL listed with 120 volt rapid start and class P ballast standard. Lighting is suited to varied applications.
Circle No. 318.

DURKAN NOW SIMPLIFIES AND EXPEDITES THE SPECIFICATION OF CUSTOM COLORED PATTERNED CARPET

IT IS NOT ENOUGH to make the finest print carpet in America using Monsanto Classic Lustre **ULTRON**® as the print base.

IT IS NOT ENOUGH to know that for the first time our densely tufted print base with the subdued lustre **ULTRON**® truly emulates the appearance of woven wool carpets on the floor at less than half the cost of the woven.

IT IS NOT ENOUGH to know that we have hundreds of customers including the leading hotel chains in America totally pleased with our carpets "performance in use".

IT IS NOT ENOUGH that the **DURKAN SYSTEM** now offers patterns in custom colors of designers' choice for yardage as low as 200 square yards.

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The **DURKAN SYSTEM** provides the designer with their own color references so the desired color and pattern effect can be easily accomplished for the project at hand.

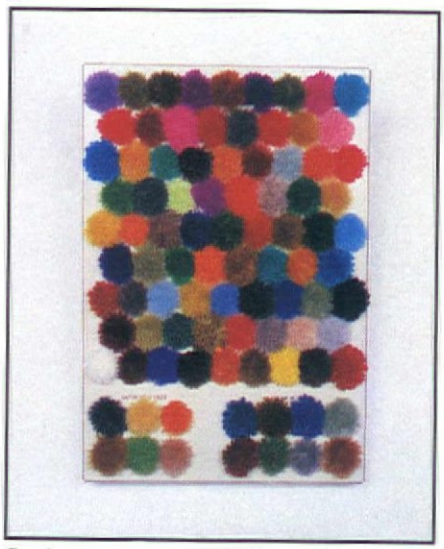
The **DURKAN SYSTEM** has been so successful for professional designers that our custom strikeoff (sample) department now operates twenty (20) hours per day. (There is no charge for strikeoffs keyed to a prospective order).

Please send for your aid kit today. (Qualified commercial, designers only — No residential applications).

THE DURKAN SYSTEM PLANNING AIDS:



Designer chooses from over 200 patterns in 34 page full color catalog



Designer recolors pattern of choice selecting from 180 colors in our pompon box



One week from receipt of request, designer receives custom colored strikeoff

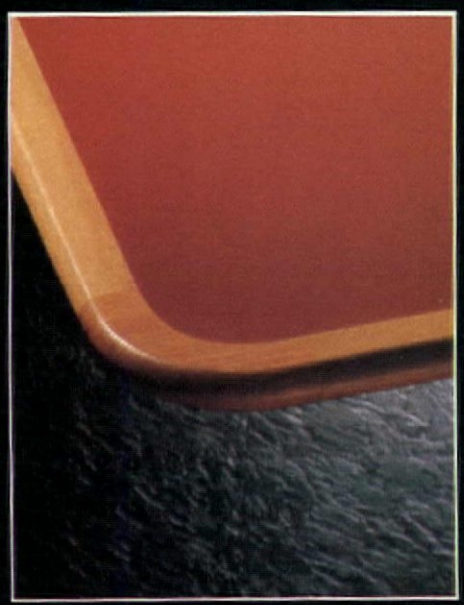
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Circle 123 on reader service card

falcon





Falcon now offers a more complete selection of table tops to meet any design requirement.

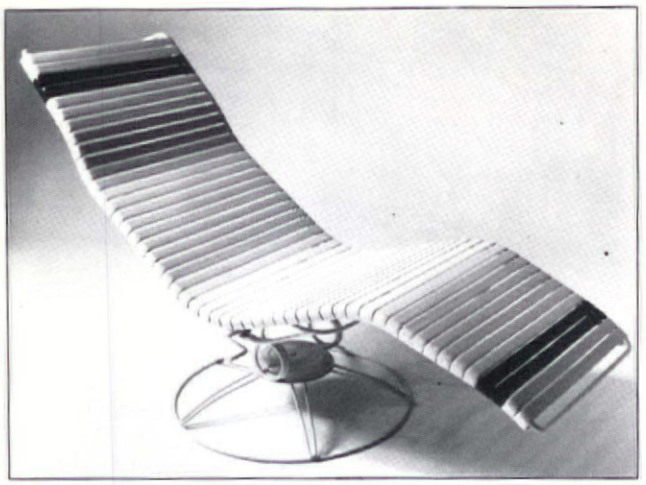
Choose from over 30 different styles including laminated tops, wood and wood edge styles; or marble, tile and mirror tops. All are available in a variety of sizes and finishes.

To complement this table top collection, Falcon offers a broad range of pedestal table bases.

Falcon — for the finest in tables and seating.

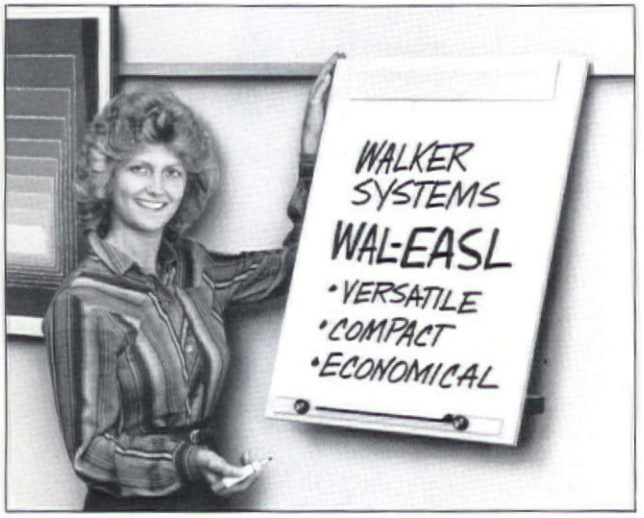
falcon

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Saint Louis, Missouri 63132
314/991-9200
Circle 81 on reader service card



STRAP CHAISE SWIVELS, ROCKS, LOCKS

A two-position locking mechanism allows full rocking or holds unit in forward stable position. From Homecrest Industries Inc., unit is 24-in. wide and 64-in. long. Welded steel rod frame holds heavy-gauge vinyl straps for body support. Base glides on tubular ring which houses swivel-rock mechanism. **Circle No. 328.**



WALL PRESENTATION SYSTEM HAS MANY USES

Walker Systems' Wal-Easl locks onto molding to hang on wall surface. Spring-loaded paper grip hold charts, sketches, posters, and paper pads. White marker surface makes it possible to mark directly on unit. Adjustable bottom clamp anchors pads of paper. Shelf on bottom clamp also holds markers, pointers, and accessories. Product may also be used on a freestanding easel. **Circle No. 332.**

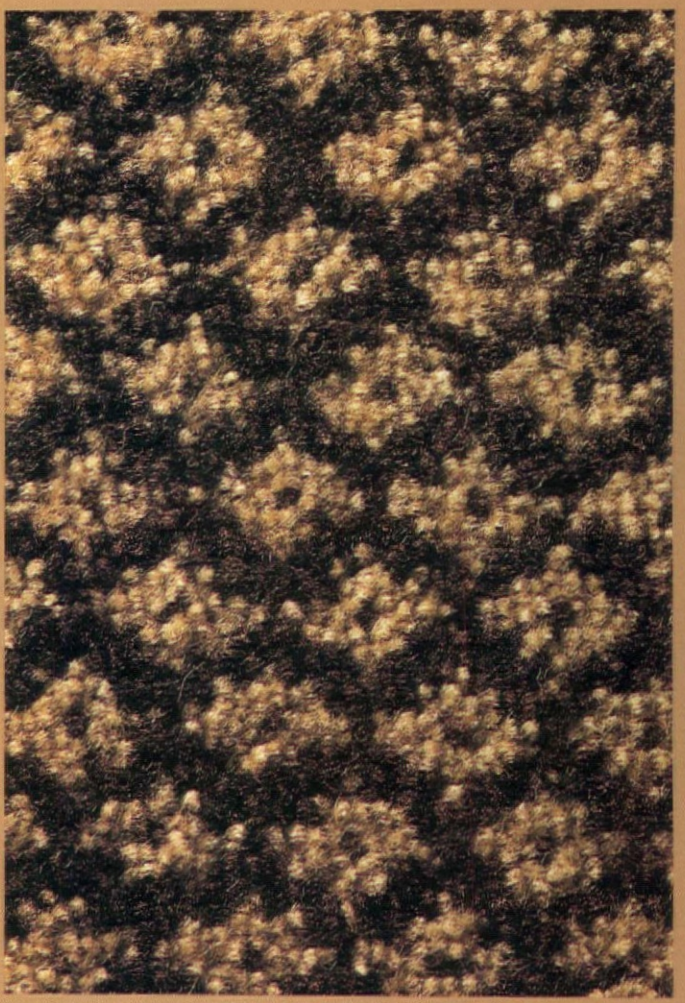
30 PERCENT DECREASE IN HEAT LOSS CLAIMED

Solid vinyl louvers, a Louver Drape product, are effective thermal barriers. System can decrease total wall heat-loss by 30 percent. **Circle No. 300.**

CELANESE FORTREL INSULATES LININGS

Metalon insulated drapery linings with Celanese Fortrel are available from Roc-Lon with thermal suede and suede blackout finishes. Fire retardancy is optional. **Circle No. 303.**

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Get improved low soiling performance with Ultron® 3D nylon. The 33% increase in fiber size reduces the surface area for unsurpassed soiling protection.

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The first pure wool carpet was there for 10 years. Millions crossed the lobby at the rate of 100,000 a day—36,000,000 a year.

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Available in 4- and 5-leg configuration —we have a full line of chair, barstool and table bases in various enamel paints, chrome or brass finishes. All bases knock down into compact-designed carton for economical shipping.



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Formed round only in your choice of brass or chrome finish —¾" or 1" diameter—tubing fabricated to your overall diameter to meet your requirements.



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Circle 82 on reader service card

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Tables in a CRT work station must properly interface with the equipment. Just as important, the furniture must promote operator comfort and efficiency.

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You can choose from tables with recessed wells, single surface or split-top units, double-stemmed tables and printer stands. Many units include trays and shelves for added convenience.

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So whatever the models of your computers, or the physiques of your operators, choose Facit human factor tables for your work stations.

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Avery-Boardman, one of America's largest manufacturers of custom sofas and sofa beds, gives you two important advantages. By buying direct, you get the best pricing and the best delivery. Plus elegant styling, traditional to contemporary.

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Kiesling-Hess also developed Fab-Bac WC, the acrylic coating for *wall covering fabrics* that has none of the disadvantages of paper backing, and adds to the versatility with which such fabrics can be used. Now, in an "FR" version, this backing also provides a degree of flame retardancy.

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CLASSICS

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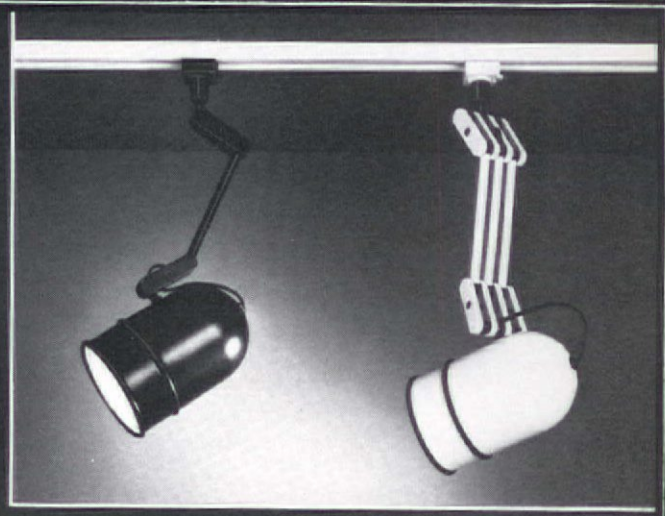
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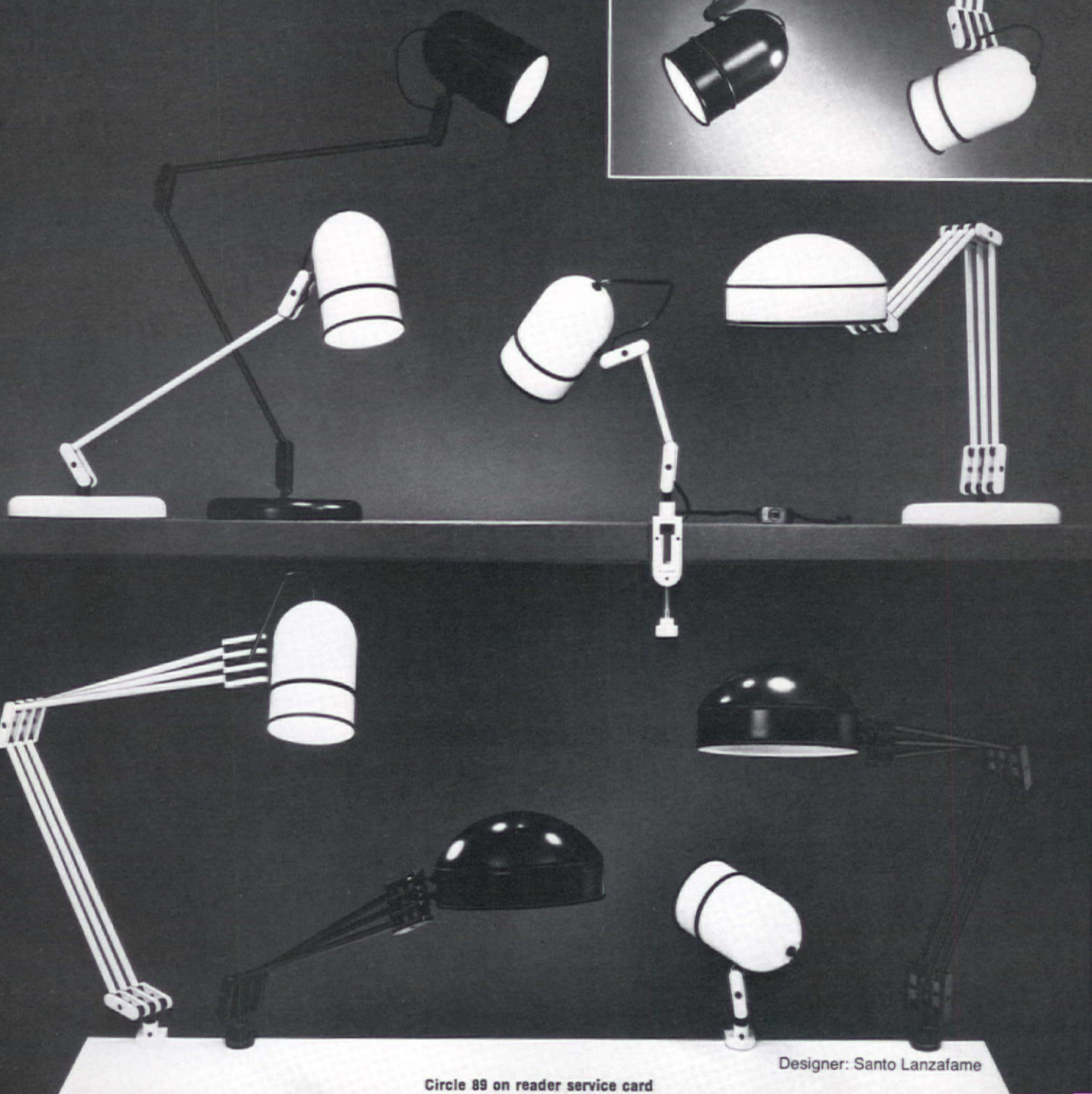
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Table, wall, clamp-on, track light.
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Designer: Santo Lanzafame

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Baronet is practically maintenance-free; it won't rust —*ever*! Because it's made the way fine furniture should be made: *Carefully.*

In ultra-smart colors that don't change color with the seasons, Baronet by Molla leaves you sitting pretty.



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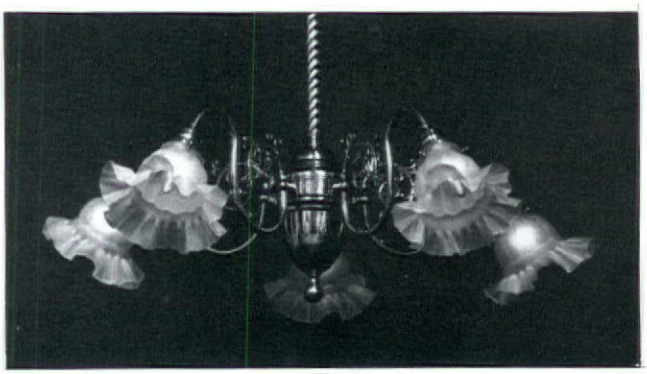
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Other Showrooms: Boston, Washington, Chicago, Grand Rapids, Dallas, Los Angeles and San Francisco.

PRODUCTS & SERVICES



SWIRLING SAND IS EFFECT OF CUSTOM RUGS

Custom signature rugs with a sand painting effect are available through Bowater Carpets. Shown is a design by Diane Coleman and Greg Arnold for Revlon's new office facility in Edison, N.J. **Circle No. 274.**



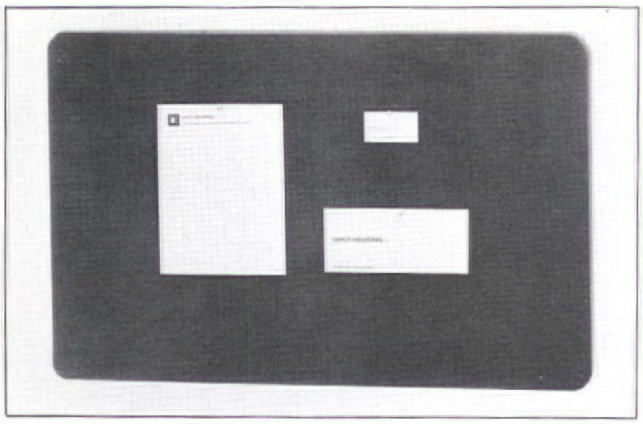
PRODUCTIONS ARE SOLID POLISHED BRASS

Reproductions of antique lighting fixtures is a specialty of Victorian Lighting Works Inc. Solid brass and handspun manufacturing are part of each design. Pool room lamps and wall sconces in a variety of designs are among the product offerings. **Circle No. 350.**

RESERVOIR ALLOWS CONTROLLED SELF-WATERING

Water storage reservoir in planters from Planter Technology provides self-controlled water and fertilizer release. Automatic watering in some models continues up to two months between fillings. An adjustable sensor mechanism creates a vacuum in water reservoir for correct release. Planters are available in 8-, 11-, and 14-in. diameters. Matte finishes come in five colors. **Circle No. 349.**

◄ **Circle 90 on reader service card**



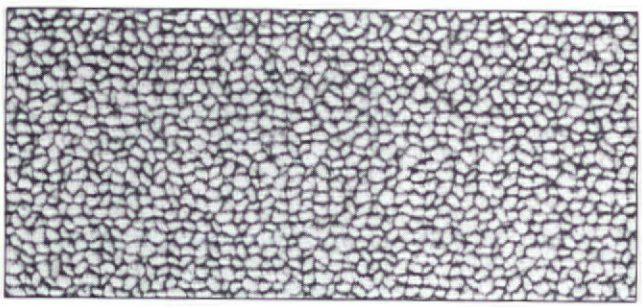
STYLE ACHIEVED BY UPHOLSTERING TACKBOARD

Series 92000 Tak-board from Dapco Industries is constructed of acoustical paneling covered with velvet-look fabric. In-stock boards come in three sizes and six colors. Sawtooth hangers are attached for vertical or horizontal mounting. **Circle No. 333.**



ROOM SERVICE TABLE DESIGNED FOR EASE

Room service tables from King Arthur are made with Formica®, perma-pad, and mahogany plywood tops. Fold-up leaves allow easy, safe carrying of dishes, silverware, and linens. NSF-approved casters have positive lock for silent movement. **Circle No. 281.**

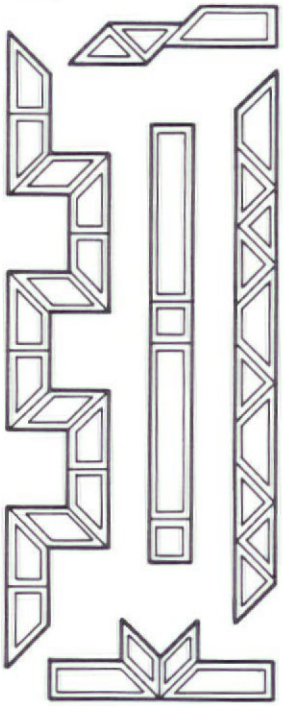


ZEFTRON NYLON YARN FITS COMMERCIAL NEEDS

Badische's Giant Heather Zeftron nylon yarn is geared to satisfy the contract need for an improved piece-dyeable BCF nylon yarn. A 2/4,000-denier yarn, the product is shown in a tone-on-tone level loop construction. **Circle No. 368.**

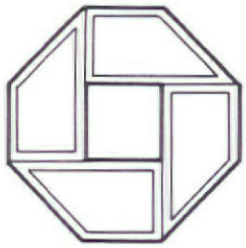
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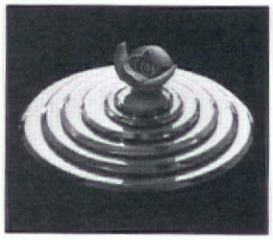
For use as frames, borders and overlays on both commercial and residential projects, MIRRORA installs easily and permanently with our pressure sensitive mounting system.



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The MIRRORA Collection—a system of interchangeable mirror modules



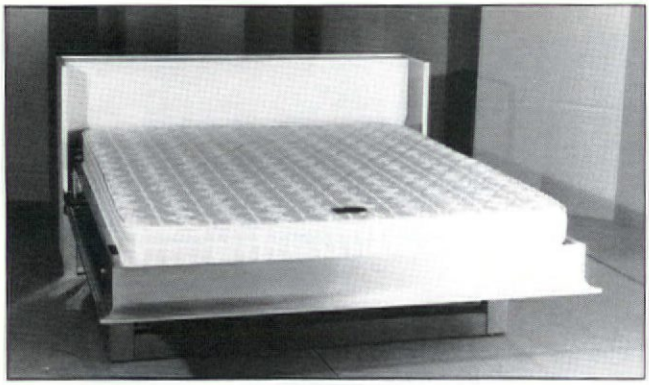
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Beveled Mirror Baguettes—in square and diamond shapes

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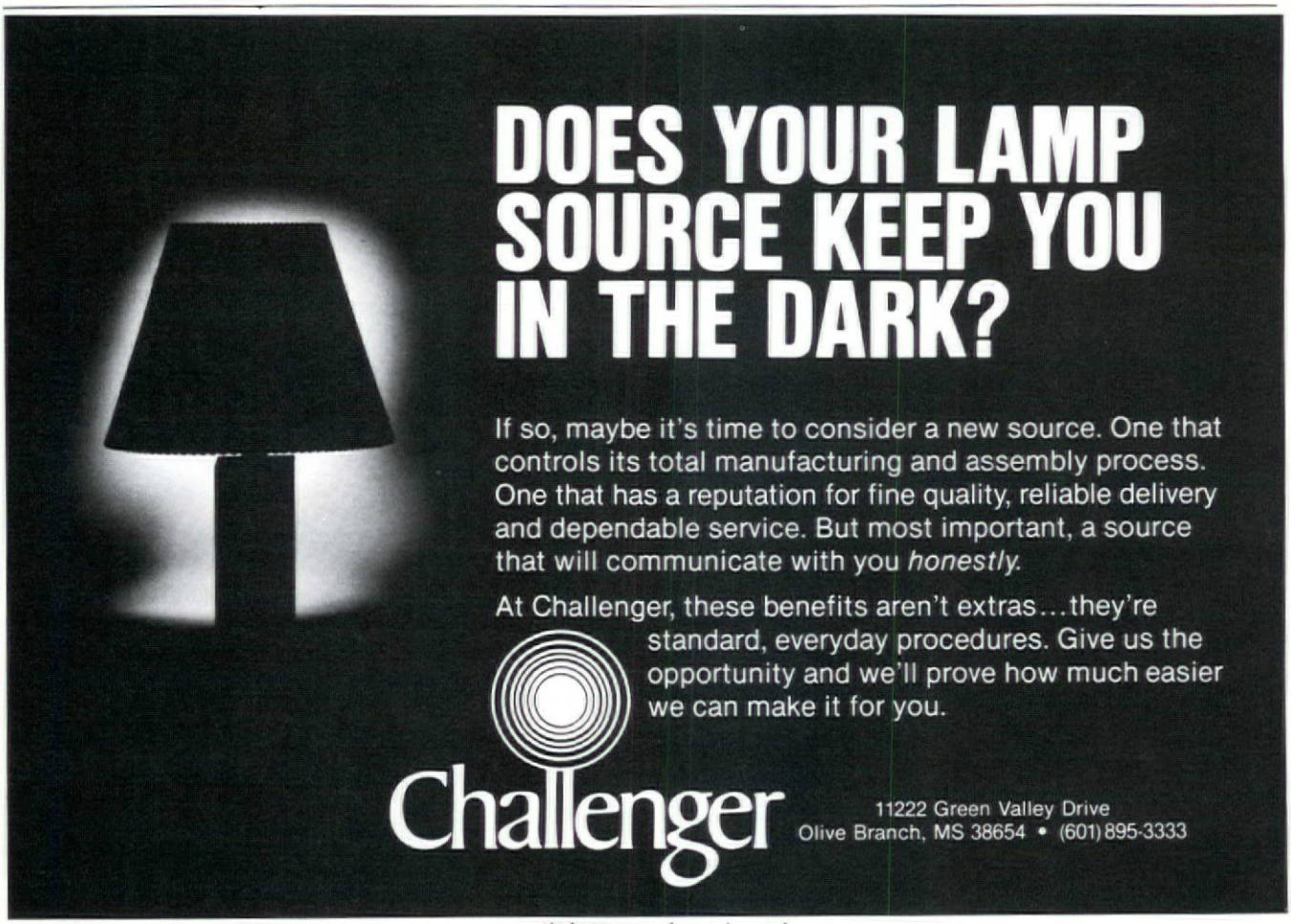
SOFA TURNS BED QUICK AS A WINK

Chrome-framed sofa unit is counterweighted for quick and easy conversion to a queen-size bed. Neutral back panel is underside of bed which rests on sofa when turned downward. Unit is a product of Optimum Space Systems. **Circle No. 322.**

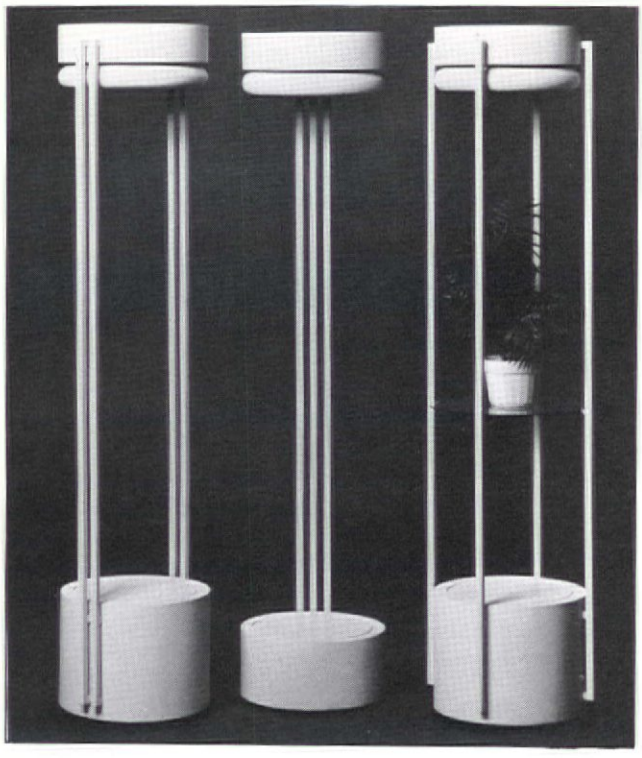


DINNERWARE IS PAUL COOK CREATION

Facet dinnerware from Sterling China Co. was designed by Paul Cook. Cook is the recipient of the American Ceramic Society design division award for 1981. Full place settings and accessories are available. **Circle No. 326.**

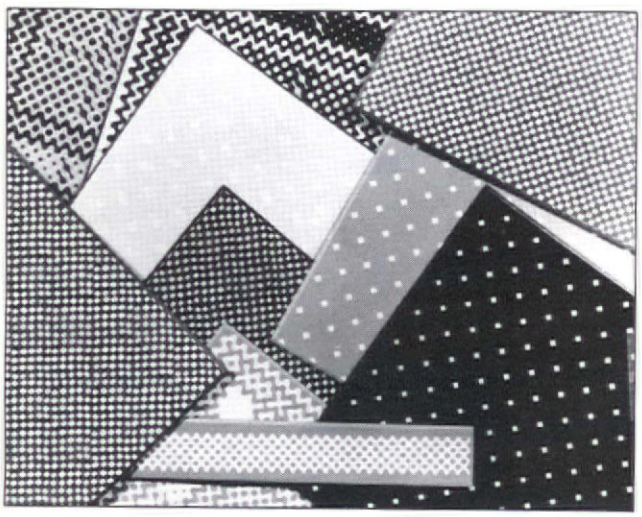


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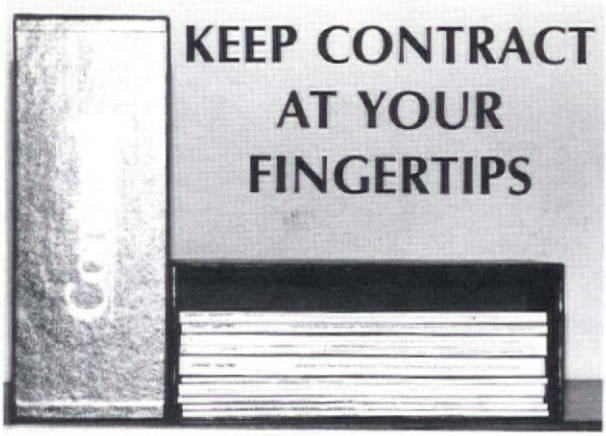
EFFICIENT LIGHT SOURCES ARE FLEXIBLE

Gardco Lighting offers the Focus Ten line, incorporating high-pressure sodium and metal halide light sources. Each fixture has two optical systems that provide task and ambient lighting from a single source. Line includes freestanding and pendant-mounted luminaires. Systems may be used with office partitions or with any style or arrangement of furnishings. Ballast and wiring assembly is mounted on a carriage which straddles ceiling grid; floor units have base ballasts. Each Focus Ten can provide light for a two-desk work area. **Circle No. 336.**



MINI-METRICS PATTERNS ADDED FOR UPDATE

Vinyl flooring and wallcoverings in Mini-Metric patterns have been added to the collection at Go-Met-Tile Inc. Art Deco and Country French are two major styles of new products. Designer demand prompted the additions. Available in the GMT color scope of 1001 tones, the vinyl tiles are dense, non-porous, and stain-resistant. **Circle No. 331.**



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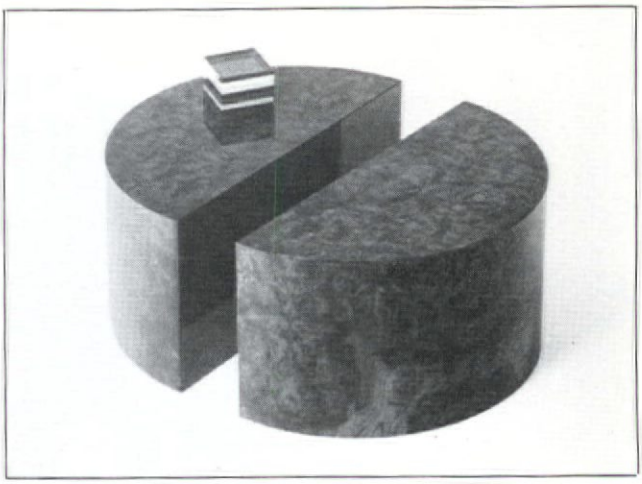
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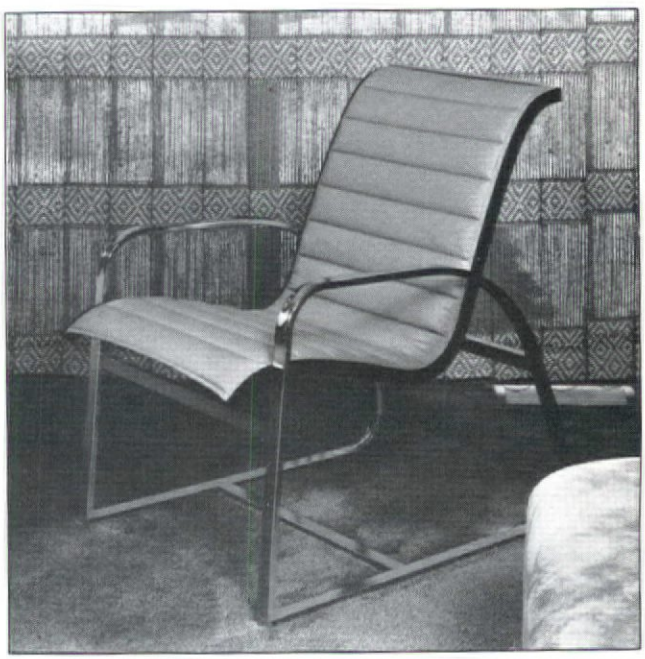
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PRODUCTS & SERVICES



SPLIT-DRUM TABLE OFFERS OPTIONS

Split-drum table may be used singly or together as shown. It measures 30-in. in diameter by 15-in. high and is available in 13 lacquer colors, four woods, and four burls. Tables are a product of Intrex. **Circle No. 271.**



CHAIR UPHOLSTERY RESISTANT TO MILDEW

Canvas-like chair covering resists mildew and damage from ultraviolet rays. Channel-quilted Naugahyde brand fabric curves along chrome framing in sling design. Available with ottoman, chair comes in 12 colorings. Chair design is by Herb Saiger, ASID, and is a product of Lee L. Woodard Sons Inc. **Circle No. 324.**

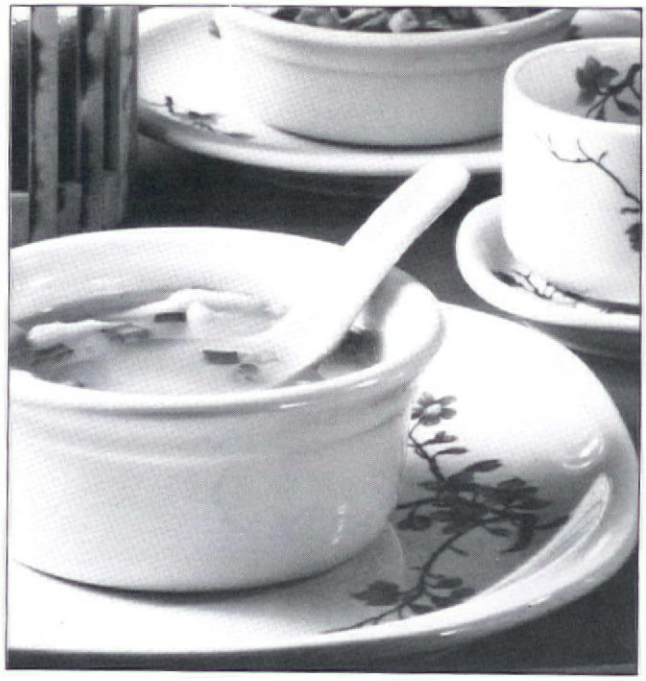
SOLAR RAYS TRAPPED, REJECTED FOR COMFORT

"See Thru" heat-reflective window shades reduce cold air infiltration and heat loss, while making use of solar energy. On cold days, shades raise to allow 100 percent of available sun to enter. When lowered as sun's angle changes they trap this energy inside. On hot days, they reject 92.5 percent of solar heat, reducing or eliminating air-conditioning costs. From Plastic-View. **Circle No. 304.**



GINGERBREAD DESIGNS PROVIDE CHARM

Interior wood treatments are part of the 19th century Victorian designs available for application. All material is solid oak or poplar. Millwork and fretwork gingerbread are available from Cumberland Woodcraft Co. Inc. **Circle No. 218.**



TABLETOP SPECIFICATIONS ADD FLAIR

Dinnerware from Syracuse China Corp. allows flexibility in menus by combining various shapes, styles, and sizes. Standard plating for soup is shown featuring Casablanca and Berkeley open-stock patterns. Ovenware and dinnerware are available. **Circle No. 325.**

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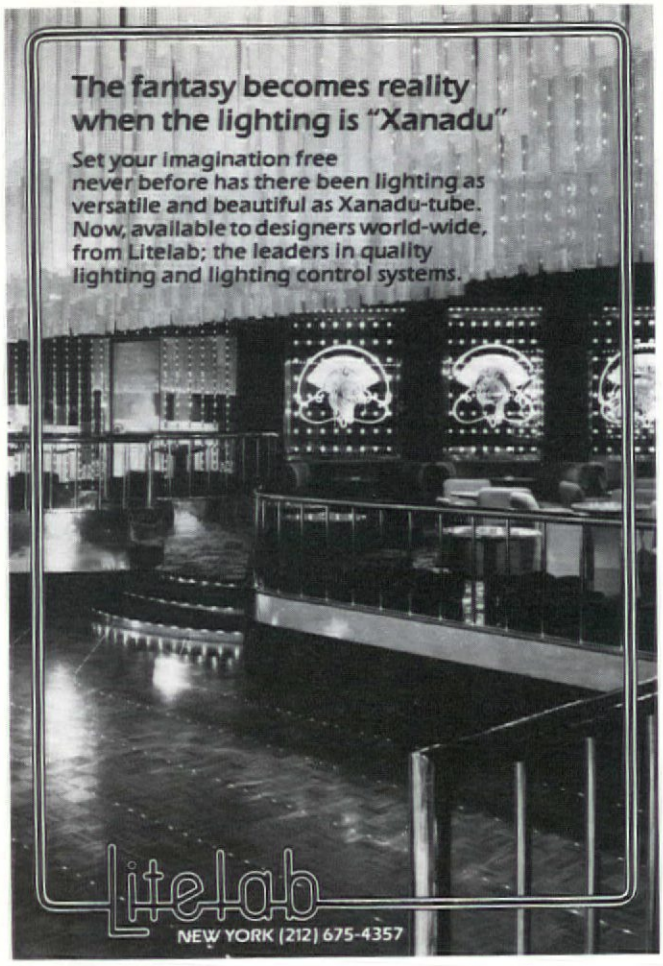
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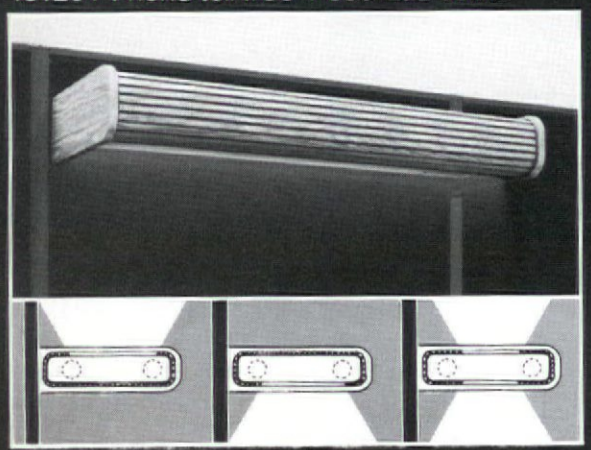
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PRODUCTS & SERVICES



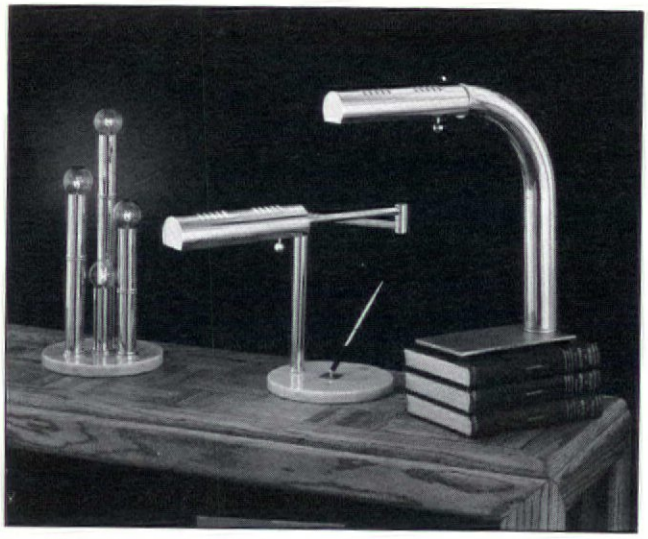
LECTERNS NECESSARY IN CONFERENCE CENTERS

Classic lectern series from Van San Corp. is made of hand-finished wood to provide a high-caliber executive look. Built-in diffused lighting, LCD clock, and recessed wheels are standard features. Also available is the Lectrajust electric height control system to raise and lower the lectern silently. **Circle No. 334.**



ONE-PIECE BATHING MODULE HAS STEAM

Fiat Products' one-piece bathing enclosure has capability of serving as steam room. Tempered glass, steamtight construction exist in tub, walls, and top of heavy-gauge, color-fast acrylic. Unit comes in 12 colors and two sizes: 60-in. tub/shower/steam combination and 48-in. shower/steam module. **Circle No. 327.**

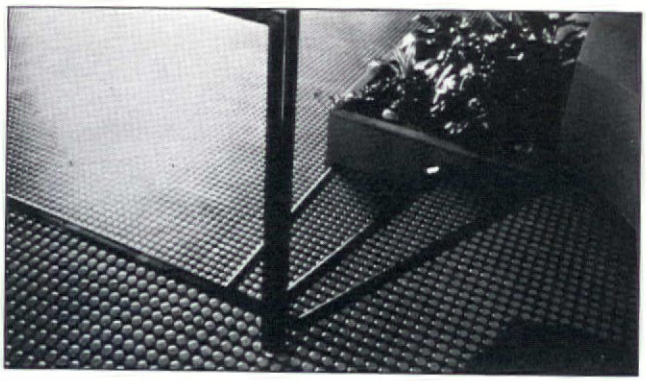


ITALIAN MARBLE, SOLID BRASS BLEND WELL

Italian marble bases and solid brass fixtures create a sophisticated look in table and desk lamps from Rainbow Lamp Co. Stacked lamp (left) includes a full-range dimmer switch. **Circle No. 335.**

ACOUSTICAL SYSTEMS GEARED TO TRAFFIC

Art Upholstery Studios' Stretch-Tex is a series of acoustical wall systems with fiberglass battens. System can be used in heavy traffic areas and is fire retardant. **Circle No. 302.**



RESILIENT FLOORING RESISTS SCUFFS, BURNS

Two-tone resilient radial pastille flooring from Nora Flooring resists scuffs, burns, and chemical abrasion. Molded of 100 percent synthetic rubber, flooring is ideal in high-traffic areas or for directional pathways. Raised pastilles will not collect dirt; dry brushing and wet sponging provide adequate maintenance. Product is available in five color combinations. **Circle No. 337.**

DAMAGED WALLS EASILY REFINISHED

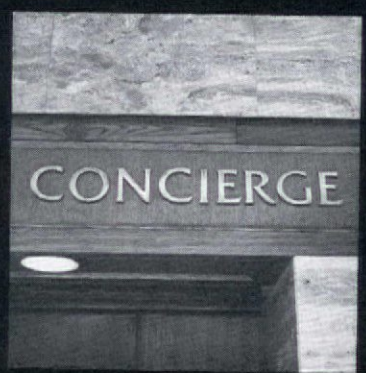
Insulating material for walls, ceilings, and floors is manufactured in Switzerland. It applies to walls like conventional wallcovering and 3/16-in. Styrene Butadien rubber backing provides effective sound and thermal insulation. Material adheres to damaged walls and is marketed by Sempatap Inc. **Circle No. 215.**

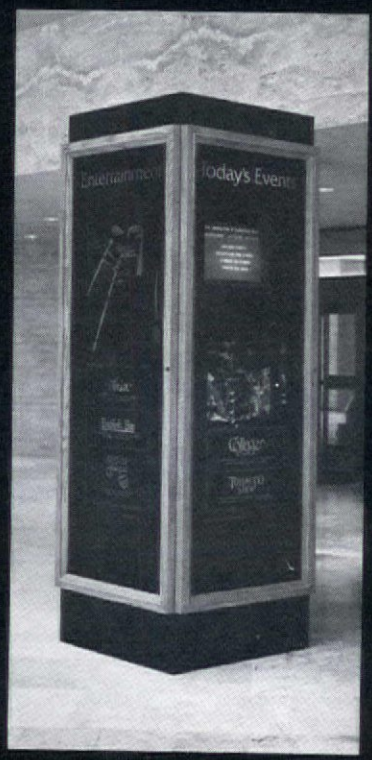
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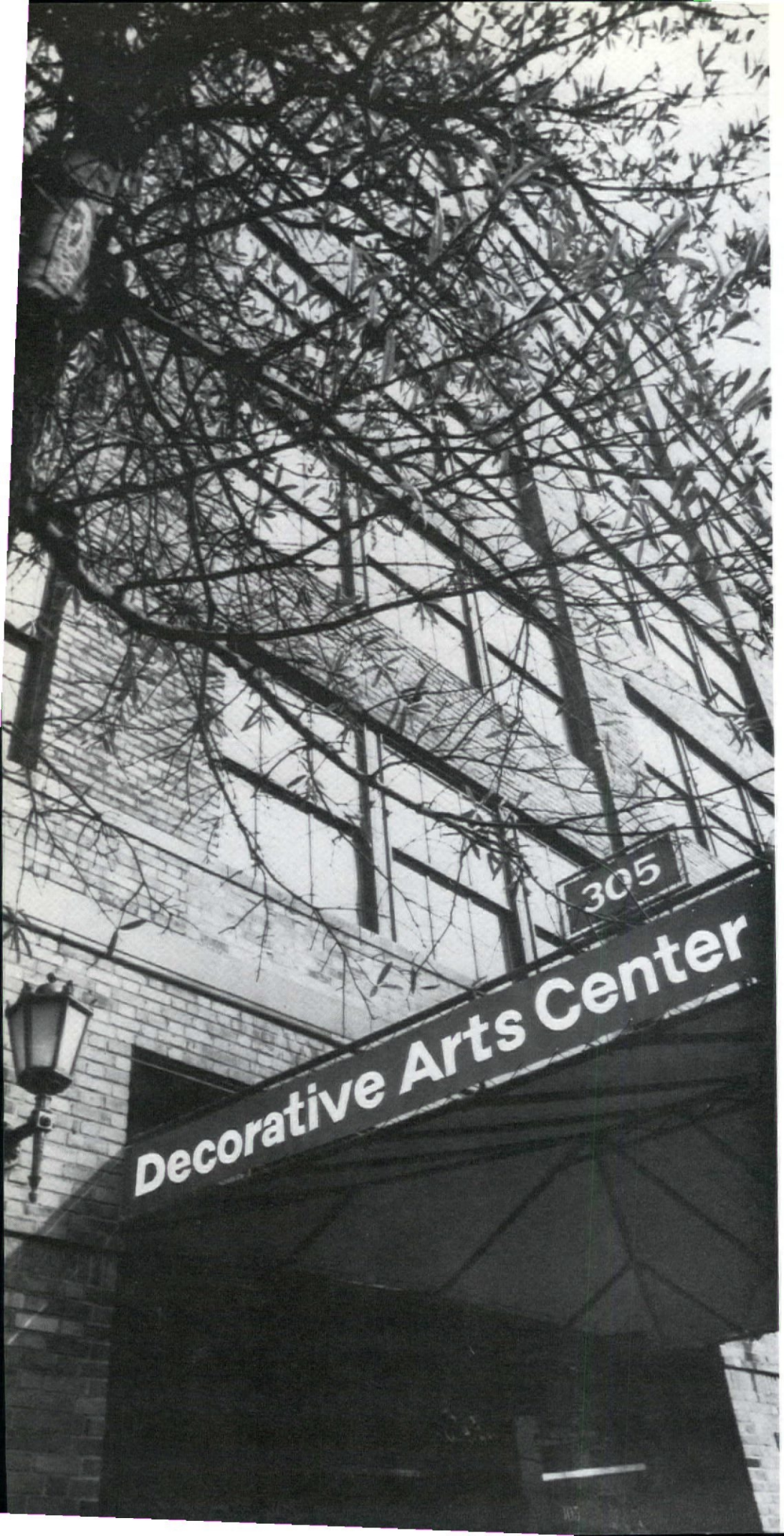


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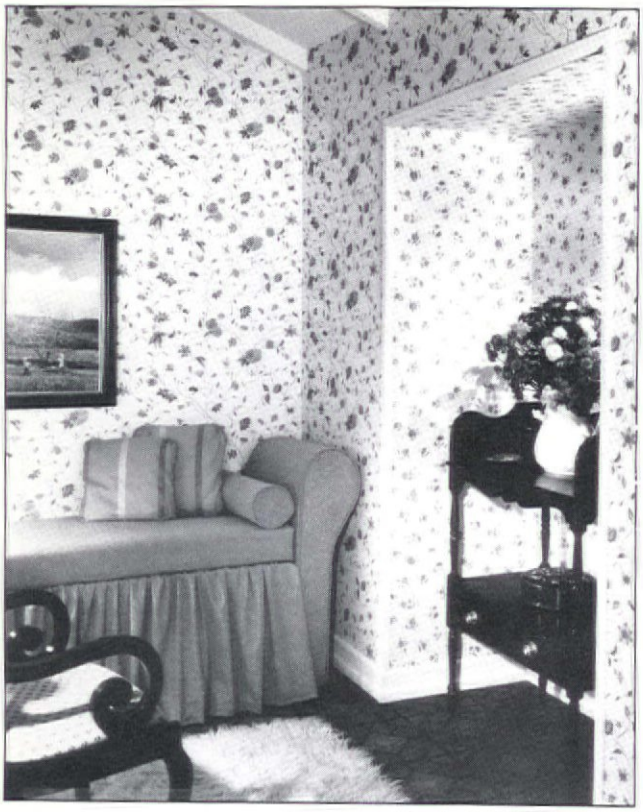
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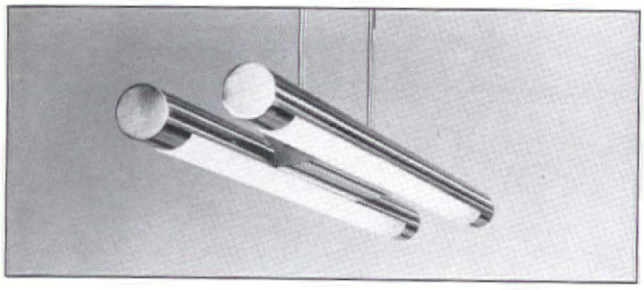
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WALLCOVERING COMBINES TWO STYLES

Traditional designs combine with a contemporary color scheme in Georgetown II collection. Included are rotary screen and rotogravure prints on solid vinyl. Wallcovering is pre-pasted, peelable, scrubbable, and resistant to stains and abrasion. From J. Josephson Inc. **Circle No. 227.**



PARALLEL FIXTURES SEPARATED BY BALLASTS

Parallel fluorescent fixtures from Habitat Inc. are composed of two, three, or four units placed side-by-side and separated by enclosed ballasts. Wattage may be specified at 20, 30, or 40. Enclosing the fixtures are 3-in. diameter housings with machined lamp apertures without protuberances. Snap-on extruded acrylic diffusers cover the bottom aperture openings only. Uplighting is accomplished by narrow apertures in the top of each housing. Major function remains downlighting. **Circle No. 329.**

CORK COVERING INSULATES, ABSORBS SOUND

Cork wallcovering is available in two textures and 10 colorways from Pervel Industries Inc. Natural cork chips are mounted on a drill back that is 36-in. wide. Application provides sound absorbing and insulating properties. **Circle No. 208.**

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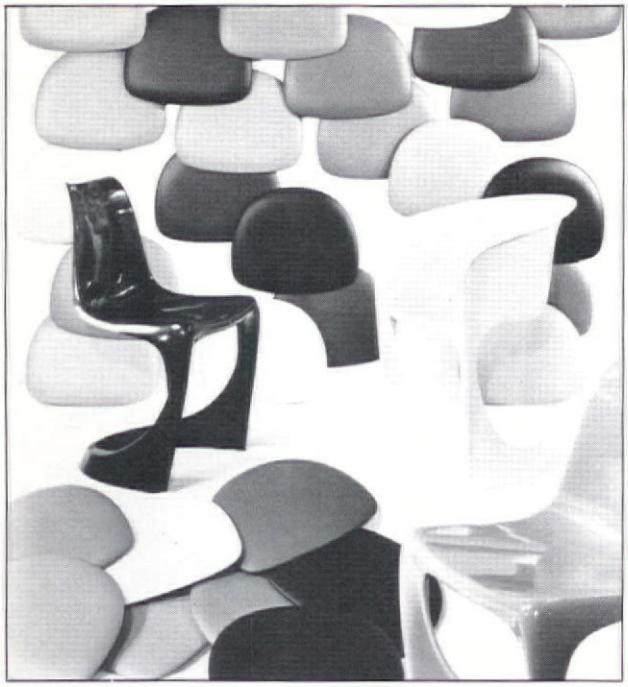
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30 COLORWAYS HIGHLIGHT LINE

Sculptured, injection-molded stack chairs are now offered with seat cushions made from Naugahyde's NeoChrome collection of vinyl-coated fabrics. A choice of 30 colorways is available. Product is from Cado. **Circle No. 248.**

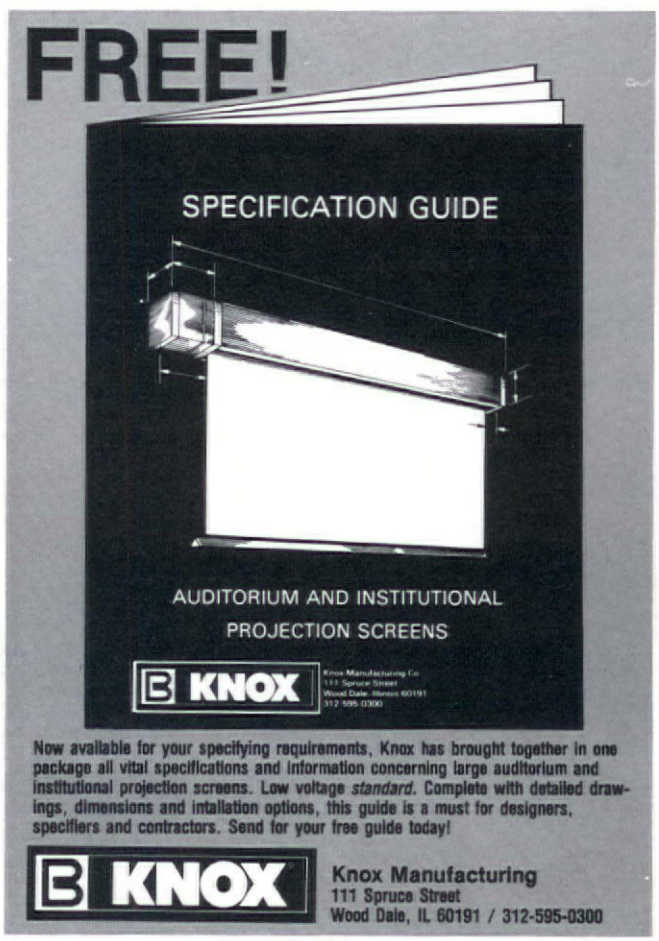


LOUNGE ADJUSTS TO THREE POSITIONS

The #1800 three-position lounge from Advance Mfg. is of square, gold-anodized aluminum and heavy-duty vinyl strapping. Straps are applied to lounge with nylon pop rivets that allow for easy replacement. Also, #118 stack tables are 18 in. in diameter, made from durable fiberglass tops with square, gold-anodized aluminum bases. **Circle No. 246.**



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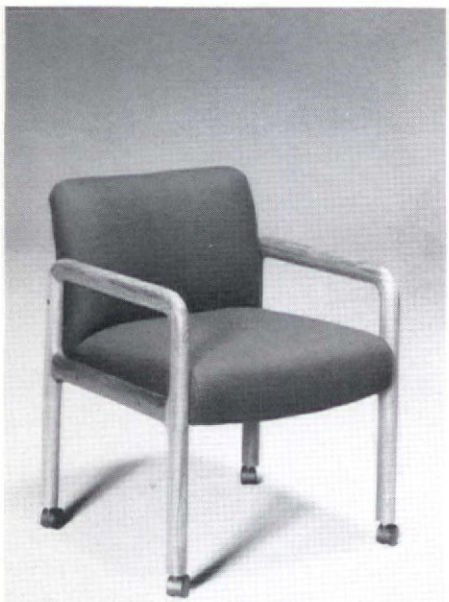
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Interior Design International '82

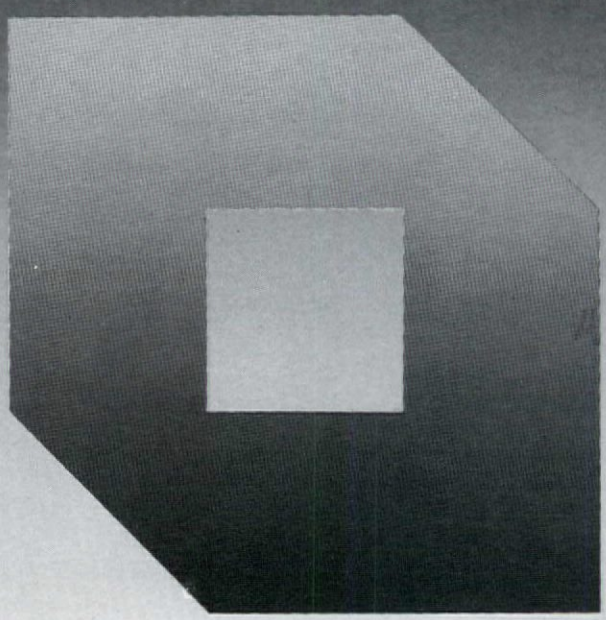
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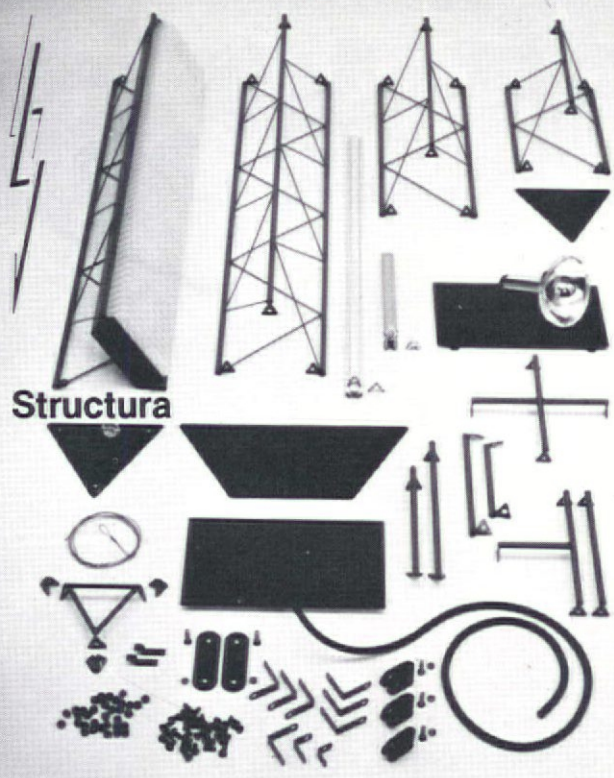
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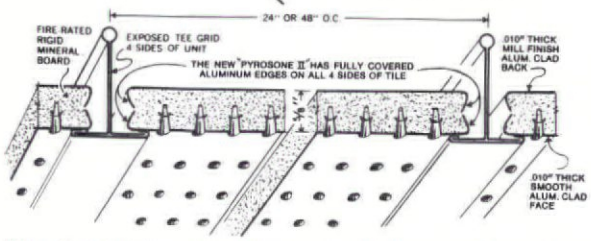
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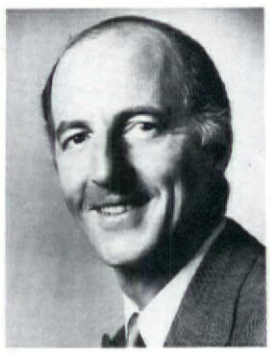
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"Honor is purchas'd by the deeds we do..."

Christopher Marlowe



This year, because of their industry contributions and philanthropic leadership, the Design, Space Planning and Decorative Division of the U.J.A.-Federation, is honoring three distinguished leaders. ■ They



are, Lloyd Bell of Lloyd Bell Associates, Angelo Donghia of Donghia Associates, and Robert Siegel of Gwathmy, Siegel & Associates. ■ This outstanding social event, which will serve as our industry's fund raising effort on behalf of the U.J.A.-Federation campaign, will take place on Tuesday, June 8, 1982 at 6:00 p.m. during a smorgasbord cocktail party and dinner at the Hotel Pierre, Grand Ballroom. ■ Your presence will do honor to these distinguished leaders and to yourself.

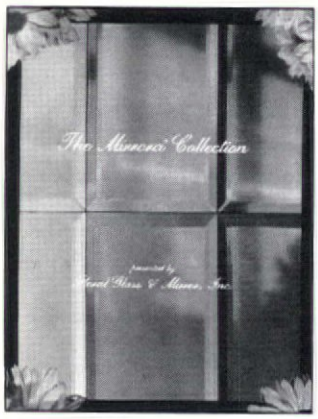


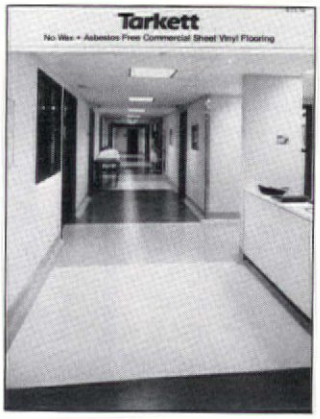
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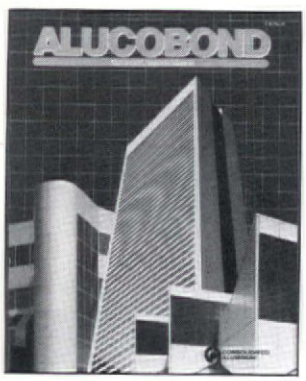
CATALOGS & BROCHURES





Mirrora Collection of bevelled, interchangeable mirror modules is described in an eight-page color brochure from Floral Glass & Mirror Inc. Unlimited design configurations can be achieved by combining several shapes and sizes from those available. Suggested design arrangements are included. **Circle No. 352.**

Photographs with color and pattern selections listed show Tarkett's seven flooring lines. No-wax, asbestos-free sheet vinyl is manufactured for commercial installations. Flooring has welded seams for better sanitation, appearance, and maintenance. **Circle No. 291.**



Four-color brochure from Consolidated Aluminum illustrates uses of Alucobond aluminum composite material in architectural applications. Detailed technical data and charts are provided. Photos depict material in exterior, interior, and retrofit settings. **Circle No. 287.**

Andersen Corporation's 52-page, 1982 catalog provides descriptions of a complete line of windows and gliding patio doors. Also included is new Perma-Shield, casement box-bay unit and operating casement window for narrow openings such as baths and stairway landings. **Circle No. 364.**

A series of bulletins describing various lighting systems are available from Westinghouse. Spotlighted are technical data and design features for metal halide, fluorescent, and sodium lamps. **Circle No. 365.**

The Carpet & Rug Institute's 1982 Membership Directory provides complete listings of all manufacturer and associate members. Included are addresses for executive offices, plants, warehouses, officers, and management personnel. Each firm's products or services and an industry production classification section are also provided. Institute directors, committees, staffs, and publications are listed as well. **Circle No. 366.**

New product literature from Ericson Stair Company shows applications for firm's line of all-wood, laminated circular and spiral stairs. Tread specifications, installation details, and lists of available woods are included. **Circle No. 367.**

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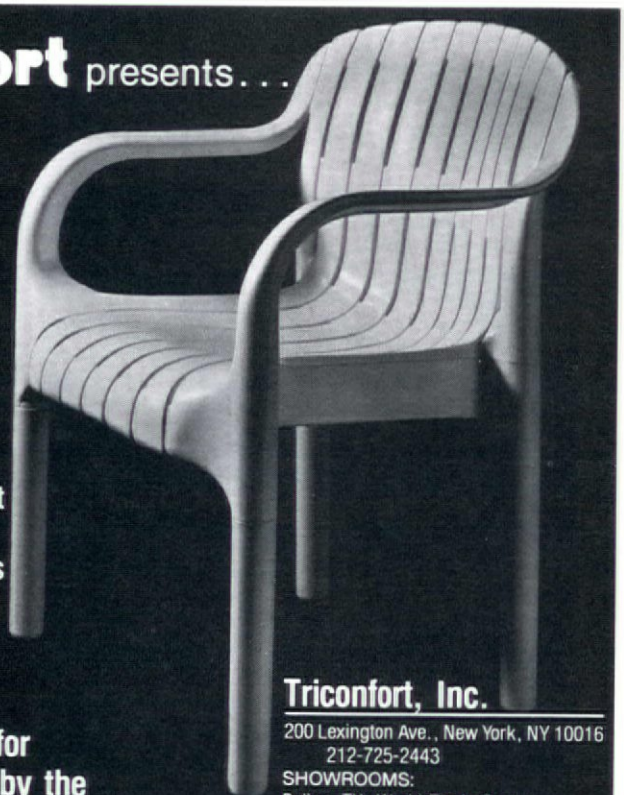
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